

MRINAL SHAH

DETAILS

ADDRESS

Dubai
United Arab Emirates

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LINKS

[Linkedin](#)

SKILLS

Freight calculation, voyage estimation, and cost optimization

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Charterparty negotiation (voyage, COA, time charters)

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Voyage operations management (laytime, demurrage, dispatch)

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Client, broker, and stakeholder communication & coordination

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Proficient in MS Office (Excel, Word, PowerPoint)

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LANGUAGES

English

● ● ● ● ●

Hindi

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PROFILE

Chartering professional with 15 years of experience in dry bulk shipping, specializing in Handy, Supramax, and Ultramax vessels. Skilled at negotiating profitable Voyage Charter, Time Charter, and COA contracts, matching cargoes with the right vessels, and providing traders with clear freight market insights. Proven record of delivering results, including a 4-year COA with the Government of India that moved over 1M tonnes and generated USD 5M+ in profit. Known for combining commercial focus with operational awareness to ensure voyages are not only fixed competitively but also executed smoothly. Experienced across East Coast South America, Black Sea Ports, to Various Ports in India, Bangladesh and Far East Region, with a passion for supporting reliable and cost-effective movement of agricultural commodities worldwide

EMPLOYMENT HISTORY

Chartering & Operations Manager, Newton Shipping LLC

Dubai, UAE

Jul 2024 — Present

- Currently driving chartering activities in Handy/Supra/Ultramax markets, securing profitable fixtures with shipowners and cargo clients from ECSA and Black Sea Ports.
- Provide daily freight guidance and voyage calculations to support trading decisions, helping secure competitive positions in volatile markets.
- Regularly gathering market intelligence reports on ECSA, Black Sea Port routes, delivering forward-looking freight insights to commercial teams.
- Match suitable tonnage to cargo stems and negotiate terms through brokers and direct clients, ensuring clean Charter Party recaps and fixture confirmations.
- Maintain and grow relationships with cargo owners and owners/operators across regions, creating repeat business opportunities.

Chartering & Operations Manager, Amarante Shipping Pte Ltd

Dubai, UAE

Jul 2022 — Jul 2024

- Negotiated favorable Charter Party Terms, leading to increased revenue and profitability in the Indian Ocean / South African Markets.
- Developed new chartering opportunities and expanded the Company's Chartering Portfolio by securing Charter Party Agreement with new Charterers in Mediterranean and Black Sea Markets.
- Managed voyage P&L and optimized routes, speed, and bunkering strategies to maximize efficiency and protect margins.
- Developed SOPs that improved cost visibility and enhanced coordination between chartering and operations teams.
- Collaborated with traders and operators to evaluate cargo stems, assess market positions, and execute profitable voyages.
- Delivered freight market updates that informed fixture timing and negotiation strategies.

Chartering Manager, Arcadia Shipping Limited

Mumbai, India

May 2014 — Jun 2021

- Negotiated and executed voyage and COA contracts, securing employment for owned Supramax vessels across Indian Ocean and Gulf trade routes.
- Successfully concluded a four-year COA with the Government of India, moving over 1 million tonnes per year of urea and generating USD 5M+ in overall profit.
- Matched cargoes including coal, iron ore, petcoke, and fertilizers with suitable tonnage, ensuring efficient and cost-effective transport.
- Built and maintained strong relationships with commodity traders and brokers, establishing a reliable cargo pipeline.
- Regularly advised traders on freight rates and market trends, helping capture profitable opportunities in competitive markets.

Chartering & Operations Executive, Arcadia Shipping Limited

Mumbai, India

Oct 2010 — Oct 2014

- Supported chartering negotiations and executed post-fixture activities, including hire statements, laytime, and demurrage settlements.
- Conducted voyage evaluations, vessel nominations, and pre-fixture cargo screenings under senior mentorship.
- Assisted in preparing freight market reports and voyage estimates that supported the company's trading and chartering decisions.

EDUCATION

Bachelors in Business Administration, Sam Houston State University

Huntsville, Texas

Bachelors in Business Administration with minoring in Finance.

4-year full-time undergraduate program.

Courses: Financial Analysis, Accounting Principles, Macro/Micro Economics, Statistics.

Post Graduate Diploma in Shipping, Narottam Morarjee Institute of Shipping

Mumbai, India

2-year full-time postgraduate program.

Courses: Dry Cargo Chartering, Tanker Chartering, Maritime Law, Multimodal Logistics, Economics of Sea Transport.

REFERENCES

References available upon request