

MARITIME TRANSPORT

JOB TITLE

Shipbroker

JOB DESCRIPTION

Shipbrokers act as intermediaries between buyers and sellers of ships, cargo- space on ships and charter ships for the transfer of cargo. They inform clients on the shipping market mechanisms and movements, report on vessel and cargo- space prices and sales and negotiate not only the cost of the vessels, cargo-space or cargo but also the logistical requirements for the transfer of the vessel or commodity cargo to the buyers.

KNOWLEDGE AREAS

- Higher education
- Banking & Financing
- Maritime English
- Business Communication
- Maritime brokerage documentation
- Shipping industry market
- Custom regulation
- Marketing
- Chartering

SOFT SKILLS

- Negotiation
- Persuasiveness, assertiveness and diplomacy
- Ability to adapt to different situations, environments and people
- Precision to detail
- Multi-tasking (simultaneous tasking capability)
- Written & verbal communication skills
- Flexibility (perform services in a flexible manner)
- Compliance with norms/ integrity
- Ability to take initiatives and make decisions
- Customer experience analysis
- Judgement and responsibility
- Intercultural competence
- Self-presentation skills
- Self-leadership
- Self-confidence

HARD SKILLS

- Brokerage & chartering
- Deep knowledge of maritime law and documentation incl. FIATA and FONASBA forms
- Computer literacy
- Maritime English
- Banking & Financing
- Maritime business
- Handle financial transactions
- Manage contracts
- Trade ships
- Negotiate sales contracts
- Protect client interests
- Commercial law
- International trade
- Ship related legislative requirements
- Develop professional network

COMMENTS

To see if and how this occupation is regulated in EU Member States, EEA countries or Switzerland please consult the ESCO occupations pillar in the following link: <https://esco.ec.europa.eu/en/classification/occupation>