



Period Chartering and Sale & Purchase Division

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Poten & Partners is a leading broker in Period Chartering and the Sale & Purchase of vessels. We advise and assist our clients with every aspect of project brokerage. This includes time charter and bareboat contracts, contracts of affreightment (COA)s, sale & purchase, new building orders and arranging the scrapping for older vessels. Our clients include oil majors, trading firms, ship owners and operators. Poten's one global team approach facilitates a high level of internal communication allowing us to provide premium service and valuable information to our clients.

The Poten Broker Job Description:

Poten is seeking marine transportation brokers to join our growing London or Houston office. The broker will be part of a team that provides high quality brokerage services to our clients. Daily activities will include a variety of responsibilities related to project brokerage.

Required Qualifications

An ideal candidate would have:

- College degree preferred
- 2-3 years similar work experience
- Strong communication skills
- Ability to quickly react to market changing activities
- Strong interpersonal skills
- Excellent presentation skills
- Excellent written and verbal skills
- Ability to negotiate
- Ability to maintain contact with customers and identify new customers
- Proficiency in the Microsoft office suite.
- The necessary documentation (working visa or equivalent) to legally work in the country in which he/she is based

The successful candidate shall be expected to have a thorough understanding and working knowledge of:

- Tanker fleet development
- Present and future trends in the tanker shipping industry
- Fundamental shipping principles and voyage economics
- Ability to review and comment on commercial documents including, but not limited to Charter Parties agreements

The successful candidate will also possess:

- Strong marine operations, commercial and organizational skills
- Ability to work with others and utilize internal and external resources
- Ability to work independently, organizing time and priorities to meet clients' deadlines
- High energy level, poise and professionalism when interacting with internal and external contacts