



# Pacific Basin

## With you for the long haul



**Pacific Basin** is one of the world's leading owners and operators of modern Handysize and Supramax dry bulk ships. We are headquartered and listed in Hong Kong and operate globally with a fleet of over 280 ships trading worldwide. Our team comprises about 4,500 seafarers and over 390 shore staff in 14 key locations around the world.

Job Title	Dry Bulk Parcel Manager	Location	London
Department	Chartering	Main area of focus	Continent and Mediterranean
		Reporting Line	Head of Atlantic Handysize, Head of Atlantic Supramax and other Segment Managers

Role Summary	As part of our ongoing development, we are seeking a dynamic and experienced Dry Bulk Parcel Manager to join our team.
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Internal Stakeholders	Operations and Technical Team
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Responsibilities	<ul style="list-style-type: none"><li>• Develop and execute profitable chartering strategies for bulk parcel shipments, safely and efficiently, originating from the European Continent and Mediterranean.</li><li>• Identify and secure bulk parcel cargoes for the company's fleet and/or to operate against market tonnage, to return profitable margins.</li><li>• Develop, maintain and expand relationships with bulk parcel shippers, traders, and brokers to generate new business opportunities.</li><li>• Collaborate with operations and technical teams to ensure smooth cargo handling and minimise operational risks.</li><li>• Analyse freight rates, market conditions, and supply-demand dynamics to develop competitive pricing strategies.</li><li>• Ensure compliance with company policies, charter party agreements, and relevant maritime regulations.</li><li>• Take Financial responsibility for fixtures/voyage execution, and contracts, negotiating protective contract terms and conditions.</li><li>• Timely internal upward reporting of commercial problems, disputes and customer complaints.</li><li>• Overseas travel may be required.</li><li>• Take Financial responsibility for fixtures/voyage execution, and contracts, negotiating protective contract terms and conditions.</li></ul>
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Skills Capabilities Qualifications	<ul style="list-style-type: none"><li>• Min 3 years' experience within dry bulk parcel or project markets, primarily within Atlantic basin.</li><li>• Familiarity with bulk parcel shippers, traders, charterers, and brokers.</li><li>• Proven experience executing &amp; understanding of bulk parcel cargo flows. Additionally, comprehensive knowledge of relative liquidity within bulk parcel markets.</li><li>• Comfortable taking risk, alongside a creative and detailed orientated approach to building parcel shipments.</li><li>• Deck cargo experience within windmill / blade sector that is also a desirable attribute.</li></ul>	Attributes Personality	<ul style="list-style-type: none"><li>• Excellent communication skills in English.</li><li>• Experience with dry bulk shipping software such as IMOS and Shipfix.</li></ul>
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If you are selected, you will be continuously assessed not only on the basis of your performance, but also on the basis of your attitude and behavior. Cultural fit and adherence to Company values is of paramount importance. We are committed to fostering a diverse, equitable, and inclusive workplace where all colleagues feel valued and empowered to bring their authentic selves to work. Please apply with a full résumé, salary expectation and contact details to the Human Resources Department at [recruiting@pacificbasin.com](mailto:recruiting@pacificbasin.com). We only accept CVs in pdf format. (Application deadline: 17 April 2025)

All applications will be treated in strict confidence and used solely for recruitment purposes.