

PANI PONDIKOLOU (Ms.)

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UNITED KINGDOM

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Nationality: Greek / South African

PROFILE

Proactive tanker chartering professional with extensive fixture, post-fixture and operations experience for both spot and time chartered vessels; Having as well covered the role of charterer in an oil trading, ship broking and owning environment. Predominantly fixed crude, fuel oil and condensate cargoes covering aframax, suezmax and VLCC sizes. Also experienced in smaller sized vessel fixtures including clean, chemical and LPG vessels. Very proficient in the logistical operations of lighterings/co-freightings and all post-fixture requirements relevant to this.

SKILLS

Freight Negotiation	Communication	Networking	International Shipping
Lightering Operations	Demurrage Analysis/Claims	Problem Solver	Team Player
Business Development	Public Relations	Organizing	Presentations

PROFESSIONAL WORK EXPERIENCE

ETCA Caspian Limited, London, United Kingdom **Chartering Manager**

2015 - Present

- Negotiating and fixing tanker spot/ time charter cargo/voyage requirements.
- Liaising with charterers, ship owners, brokers and agents on all fixture and operational matters (incl. LOI's).
- Taking care of and following up on all post-fixture requirements. Issuing freight invoices, apportioning ancillary costs to relevant parties, monitoring and confirming banking transactions (in/out).
- Keeping abreast of tanker market and tonnage movements via broker discussions, reports, media coverage and direct communication with several close owners.
- Communicating regularly with project / S&P brokers and shipping contacts to develop new business and to identify any promising opportunities for the company.
- Responsible for all operational issues of T/C (In & Out) of Aframax, M/T Seafaith II up until redelivery and settlement of Balance of Accounts between charterers, owners and ship brokers.

Riviera Shipbrokers, London, United Kingdom **Senior Tanker Broker**

2013 - 2015

- Kept abreast of all relevant freight market and shipping industry news, global trends and impacting events.
- Updated and inputted information on company database; vessel positions, cargoes fixed and any outstanding cargoes not booked.
- Followed VLCC, Suezmax and Aframax markets.
- Drew up position lists, monitored employment of different vessels and cargo movements on a continuous basis.

- Marketed vessels to oil companies, traders, ship brokers and various ship owners for spot and t/c opportunities.
- Negotiated for both ship owners and charterers.
- Assisted in all operational aspects of fixtures, liaised with owners, charterers, brokers and agents.

Byzantium Shipping Company, Piraeus, Greece / London, United Kingdom
Shipping Analyst 2012 - 2013

- Advised for various shipping projects and potential period business.

Euronav (UK) Agencies , London, United Kingdom
Chartering Executive Assistant 2012 - 2012

- Procurement of spot market employment for the suezmax tankers in the fleet.
- Timeous negotiation of Charter Party Terms and Conditions.
- Continuous contact and updating with Operations Department.
- Maintained close dialogue with ship brokers to convey relevant information regarding fixtures also the receiving of market updates and reports.
- Voyage calculations for the evaluation of freight, bunker, operational cost and time charter equivalent.
- Kept abreast of all freight market and shipping industry news.
- Updated and added information on company database.

Sonatrach Petroleum Corporation, London, United Kingdom
Tanker Charterer 2008 - 2012

- Fixed Crude Oil, LSFO, Condensate and some CPP cargoes.
- Ship sizes fixed include VLCC, Suezmax and Aframax and smaller sizes of CPP.
- Lightering fixtures and matching logistical aspects for VLCC and Suezmax shipments.
- Routes covered, mainly Mediterranean to US Gulf and sometimes East of Suez.
- Constantly monitored global freight markets and trends.
- Extensive communication network with ship brokers and ship owners worldwide.
- Voyage estimations and freight differential calculations with Worldscale.
- Certain post-fixture tasks; including payment of freight and any additional costs pertaining to charterer and over-time claims for lightering vessels.
- Occasionally assisted LPG spot and t/c fixtures and followed market trends of LPG shipping market via ship broking channels.
- Commercial operation of Time Chartered Vessels:
 - Aframax, Stavanger Bliss (2009)
 - LPG VLGC Lycaste Peace (2011).
 - LPG Handy Gaz Providence (2011)
- IMOS in-house system, booking voyage financials.

Marvin Shipping, Piraeus, Greece
Tanker Broker, Competitive Chartering 2007 - 2008

- Fixed vessels from MR's, LR's including aframax and suezmax size categories.
- Covered CPP and DPP markets.
- Routes covered, mainly Cross Med, Med-Black Sea and East of Suez including AG and India.
- Daily Fixture Reporting, Positions Lists & Market Synopsis Reports.

- Direct contact with most Greek ship owners including various international owners in the CPP and DPP markets as well as several charterers/traders in local and international market.

Stolt-Nielsen Transportation Group, Rotterdam, The Netherlands
Shipbroker, Inter-European Services

2007 - 2007

- Fixed small size parcel chemical tankers on spot and COA basis.
- Nominated vessels for existing COA's and fixed spot voyages for repositioning purposes.
- Updated and monitored forward programs for COA cargoes; which included confirmations, recaps and cargo booking on the system.
- Attended scheduling meetings of parcel tanker fleet, coordinated voyages and cargoes.
- Liaised constantly with operations, brokers, charterers, demurrage and vetting departments.
- Reviewed voyage profitability in voyage estimation program.
- Sailed two weeks with vessels of the fleet; namely the Stolt Cormorant and Stolt Kestrel, purpose being the practical and technical aspects of tanker operations.

Marvin Shipping, Piraeus, Greece

Tanker Broker, Competitive Chartering

2005 - 2006

- Fixed vessels in small size tanker to MR size categories.
- Covered CPP market as well as chemical, edibles products and bitumen trade.
- Routes covered, mainly Cross Med, Med-Black Sea and East of Suez including AG, India, and Far East routes and occasional Cont-TA routes.
- Daily Fixture Reporting, Positions Lists & Market Synopsis Reports.
- Regular and direct contact with most Greek ship owners in the CPP market and some charterers in local and international market, as well as other ship owners worldwide.
- Established contacts with shipbrokers worldwide.

DVB Bank, Rotterdam, Netherlands

Junior Investment Manager

2004 - 2005

- Supported Investment Managers in documentation of investments concluded for the various funds.
- Assisted in the preparation of board and panel meetings of the shipping funds.
- Arrangement of administrative issues for the shipping funds and projects of the funds.
- Preparation of presentations for conferences, client meetings and investor meetings.
- Team member in the creation of the Al Rubban NFC Shipping Fund.
- Extensive knowledge was gained in shipping finance, private equity placements and the mechanism of fund structures and corresponding legal requirements.

Freelance Translator

Greece and United Kingdom

1997 - 2003

- Publishing and Television Media Translations, Greek to English.

Chase Manhattan Bank, London, United Kingdom

Traders Assistant, Global Emerging Markets

1997 - 1997

- Complete Processing function for all Eurobond trades of Chase Milan.
- Confirmation of Brady Bonds and South African Bonds and Currency.
- Overlooked online phasing of Chase Milan system.

**ABSA Bank, Treasury, Johannesburg, South Africa
Dealer, Money Market Funding**

1995 - 1996

- Traded commercial fixed investments and advised clients on alternative investment instruments.
- Quoted and Negotiated Treasury rates to different divisions and clients.
- Applied liability management in conformation with Funding Strategy.
- Monitored and reported on Client Portfolio allocated.
- Interbank and Reserve Bank Settlement.

**Reckitt and Coleman, Johannesburg, South Africa
Assistant Creditor, Finance Department**

1994 - 1995

- Assisted with complete Creditors Control Function.
- Reconciliation Experience.

EDUCATION

Erasmus University of Rotterdam

Rotterdam, Netherlands

Master of Science in Maritime Economics and Logistics (MSc)

October, 2004

- Thesis : Islamic Finance for the Shipping and Aviation Industries (Grade 7.5)
- Distinctions in Shipping Finance and Transport Economics
- Projects Undertaken : LNG Product, Market and Vessel Investment Analysis.
Frontline Tanker Fleet Analysis

University of South Africa (UNISA)

Pretoria, South Africa

Certificate in the Mathematical Modeling of Derivatives

February, 2001

- A Background to the Financial Environment (with Distinction)
- Mathematics of Finance
- Modelling of Futures, Options and Yield Curves
- Models for Managing Risk

Rand Afrikaans University

Johannesburg, South Africa

Bachelors of Commerce (BComm) in Accountancy (Equivalent 2.1)

March, 1994

PROFESSIONAL DEVELOPMENT COURSES

- IMAREX, London - Tanker Derivative Seminars in FFAs , Certificate of Attendance (Oct, 2007)
- Haugen Consulting Seminars, Rotterdam, The Netherlands (March, 2007)
“Introduction to Tanker Operations and Demurrage Course”
“Advanced Demurrage Course ”
- South African Institute of Financial Markets, Johannesburg – Ordinary and Junior Certificates, (Dec,1996)
- Rand Afrikaans University, Johannesburg – Diploma in Financial Markets and Instruments, (Oct,1996)

LANGUAGES:

Fluent in English, Greek and Afrikaans

COMPUTER LITERACY:

Microsoft Office , Lotus Notes, AXS Tanker, AS 400, Sun, Strategic, IMOS

REFERENCES:

Available upon request