

AGUINALDO PEDRO

Malmö, Sweden | apedro@elethumarine.com

Professional Summary

Proactive, results-oriented, and a team player with over 20 years' experience in the maritime industry. Adaptable, highly motivated, a doer who turns words into actions. Strong analytical and problem-solving skills and can effectively work in a culturally diverse environment.

Experience

HEAD OF COMMERCIAL DEPARTMENT | 09/2017 - 11/2018

Sonangol Shipping - Luanda, Angola

- Analyzing the business performance, including the profitability, revenue, pricing and cost. Managing budgets, expenses and pricing and commercial arrangements. Price negotiations for commercial contracts.

CHARTERING SPECIALIST | 04/2012 - 08/2017

Stena Sonangol Suezmax Pool - Houston, Texas, Angola

- Responsible for the commercial management of pool vessels. Monitor market conditions and negotiate chartering rates for pool vessels, thus adding value and enhancing pool profitability

COMMERCIAL OPERATOR | 11/2009 - 04/2012

Stena Sonangol Suezmax Pool - Houston, Texas

- Responsible for the commercial operation of pool vessels. Maintaining and updating vessels voyage program. Liaising with shipping agents, charterers and brokers. Ensuring invoices are issued, approved and paid. Responsible for arranging bunkers

MERCHANT MARINE, DECK OFFICER (TANKERS) | 12/2005 - 11/2009

Sonangol Marine Services - Houston, Texas

- As a Second Officer, responsible for ships navigation equipment, ship's hospital, passage planning, maintaining lifesaving equipment and watchkeeping duties.

SEA TRAINING, CADETSHIP | 01/2000 - 12/2005

Sonangol Marine Services - Houston, Texas

- School and Sea Training.

TEACHER | 02/1998 - 12/1999

Primary School 225 - Luanda, Angola, Angola

- Taught Math / Science / Language

Education

World Maritime University (WMU) - Malmö, Sweden, Sweden | Master of Science (MSc)

Shipping Management and Logistics, 2019

- Dissertation in [Development of Angola offshore bunkering market post 2020, towards a hub for the Sub-Saharan West Africa.]

University of Phoenix - Houston, Texas | Bachelor of Science (BSc)

University of Phoenix - Houston, Texas | Associate Degree

Business Foundation, 2014

Glasgow College of Nautical Studies - Glasgow, Scotland, Scotland | Post - Higher National Diploma (HND)

Nautical Studies, 2006

Glasgow College of Nautical Studies - Houston, Texas | Higher National Diploma (HND)

Nautical Studies, 2002

Academy of Maritime Education and Training - Chennai, India, India | Higher National Diploma (HND)

Nautical Studies, 2001

Certifications

- Specialized training Program for oil Tanker.
- Certificate in Chartering.
- Bunkering Experience.
- SP1-CGBR12: International Oil Supply, Transportation, Refining and Trading.
- TD2-AGBR12 - Tanker Ownership, Chartering and Operations.
- Training in Fire Prevention and fire Fighting.
- Advanced Fire Fighting.
- Medical first aid.
- Proficiency in Survival Craft and Rescue Boats.
- Personal Social Responsibilities.
- Ship Security Officer.
- Ship Maintenance and management System.
- Maritime Resource Management.
- ISM Code Internal Auditors.
- Proficiency in Medical First Aid Aboard Ship.
- Proficiency in Personal Safety & Social responsibilities.
- Negotiations Skills

Skills Aquired

- Ship Chartering
- Ship Commercial Operation
- Statistical analysis
- Negotiation
- Listening
- Communication
- Goal- Oriented
- Team-Player

Languages

Portuguese: First Language

English:

C1

Advanced

Spanish:

A1

Beginner