

Aguinaldo Pedro

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Objective

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

Experience

Head of Commercial Department

Sonangol Shipping

Luanda, Angola

September 2017 – November 2018

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

Stena Sonangol Suezmax Pool

Houston, Texas

April 2012 – August 2017

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 Operations

Stena Sonangol Suezmax Pool

Houston, Texas

November 2009 – April 2012

Responsible for the commercial operation of pools 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)

Sonangol Marine Services

Houston, Texas

December 2005 – November 2009

As a Third Officer, responsible for maintaining lifesaving and fire-fighting equipment and navigation watchkeeping duties.

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

Sea Training (Cadetship)

Sonangol Marine Services

Houston, Texas

January 2000 – December 2005

School and Sea Training.

Security Personnel

Up Front

Glasgow, Scotland

November 2001 – May 2002

Security Watch at various retail shops and bars.

Teacher

Primary School 225

Luanda, Angola

February 1998 – December 1999

Subjects Taught - Math / Science / Language

Education

Master in Shipping Management and Logistics

World Maritime University

Malmo, Sweden.

2019

Bachelor of Science in Business Finance

University of Phoenix

Houston, Texas

2017

Associate Degree in Business Foundation

University of Phoenix

Houston, Texas

2014

HND- Post

Glasgow College of Nautical Studies

Glasgow, Scotland

2006

Higher National Diploma

Glasgow College of Nautical Studies

Houston, Texas

2002

HND

Academy of Maritime Education and Training

Chennai, India

2001

Professional Training/Courses

- Specialized training Program for oil Tanker
 - 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
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- Certificate in Chartering
 - Bunkering Experience
 - SP1-CGBR12: International Oil Supply, Transportation, Refining and Trading
 - TD2-AGBR12 - Tanker Ownership, Chartering and Operations
 - Negotiations Skills
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Skills

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

Languages

- **Portuguese**
Native
- **English**
Advanced
- **Spanish**
Beginner