



ARYAMAN JOSHI

BUNKER EXECUTIVE

CONTACT INFO

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⌚ Date of Birth : 22/03/2002

EDUCATION

2024 - PRESENT

INSTITUTE OF CHARTERED
SHIPBROKERS (ICS)
LONDON, UK

FOUNDATIONAL & ADVANCED
DIPLOMA IN SHIP OPERATIONS &
MANAGEMENT

2021 - 2024

MIT WORLD PEACE UNIVERSITY
PUNE, INDIA

BACHELOR OF BUSINESS
ADMINISTRATION
(GPA 9.85)

SKILLS

- BUNKER TRADING & OPERATIONS
- SALES & NEGOTIATION
- CUSTOMER ENGAGEMENT
- MARKET RESEARCH & ANALYSIS

PROFILE

A dedicated professional with hands-on experience in bunker operations & sales, seeking to contribute to a dynamic organisation in the maritime industry. Driven to optimise operational processes, ensure compliance, and foster business growth.

WORK EXPERIENCE

- **INTEGR8 FUELS, DUBAI** SEPTEMBER 2024-PRESENT
BUNKER TRADER
 - Successfully onboarded four major shipping companies as prospective customers during my time in bunker sales, laying the groundwork for future trade.
 - Re-established communication with five dormant accounts, successfully reviving them as prospective clients & long term business prospects.
 - Promoted Integr8 & its services to potential clients & actively contributed to the improvement of the bunker trading platform for customer satisfaction.
- **BUNKER OPERATIONS EXECUTIVE** JULY 2024-SEPTEMBER 2024
 - Assisted in daily bunker operations, including fuel planning, delivery coordination, and logistics.
 - Addressed delivery delays and discrepancies, liaising with suppliers and agents to ensure smooth operations.
 - Coordinated bunker schedules during vessel loading and discharging, ensuring compliance with quality and safety standards.

TECHNICAL SKILLS

- MS OFFICE SUITE PROFICIENCY (ADVANCED : EXCEL, WORD, POWERPOINT)
- CRM SYSTEMS (INTERMEDIATE : SALESFORCE, HUB SPOT)
- BUNKER OPERATING SYSTEMS (BOS) : (ADVANCED : ENGINEX)