



# 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 BUNKER TRADER

SEPTEMBER 2024-  
PRESENT

- Successfully on boarded 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)