



# Capt. Amit Mishra

Master Mariner (F.G.) D.G.S. G.O.I.

## CONTACT

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DOB: - 31 May 1984  
Nationality: -Indian  
RANK:- Master Mariner (F.G.) DGS G.O.I.

## EDUCATION

- Class I Master Mariner (FG)- July 2012 - Certificate of Competency Issued by Ministry of Surface Transport, DGS Govt of India. DCE Oil & Chemical, TOTA Certificate, ISM Internal Auditor Course & PANAMA Maritime Authority
- Assessment, Examination & Certification of Seafarers.
  - DCE Oil & Chemical Certificates (Issued: 12 May 2021, Expiry: 11 May 2026)
  - TOTA Certificate (Issued: 16 Jul 2016)
  - ISM Internal Auditor Course (NIL Expiry)
  - Panama Maritime Authority – Assessment, Examination & Certification of Seafarers (NIL Expiry)

CBSE (10+2) PCM & B.S. IN NAUTICAL TECHNOLOGY (UNIVERSITY OF MUMBAI).

## SKILLS

- Navigation
- Leadership
- Cargo Handling & Management
- Compliance (combines SMS, Inspections & Audits)
- Operations (combines Vessel management, Dry Dock, Sea Trials, New Yard Delivery)
- Logistics (combines Freight Forwarding, Customs Clearance, Port Operations, Transportation, Warehousing) Chartering
- Commercial Management (combines Vessel .Ship Sale & Purchase , Laytime/ Demurrage, Off-hire/Loss Time, Cargo Stocks)
- Training
- Auditing

## PROFILE

Highly Experienced and results-oriented Master Mariner with over 20 years in the maritime industry, specializing in chemical and product tankers. Proven track record of leading and motivating crew members to achieve safe and efficient vessel operations. Skilled in cargo handling, risk assessment, and regulatory compliance. Seeking a challenging position that leverages my expertise and leadership abilities to contribute significantly to a reputable maritime organization.

## SEA EXPERIENCES

### Captain - Master (F.G.) - Oil Chemical Tanker (Master) - Fleet Management (Hong Kong) Pte Ltd | TriStar Group Roles & Responsibilities -

- Ensure the vessel's safe navigation and operation by adhering to international maritime regulations (SOLAS, MARPOL, ISM Code) and maintaining updated knowledge of the latest maritime laws.
- Oversee the safe loading, unloading, and transport of chemical and product cargoes. Ensure cargo handling complies with safety standards and environmental guidelines, preventing contamination or spillage.
- Identify and mitigate risks associated with navigation, cargo handling, and overall ship operations. Implement emergency procedures, coordinate drills, and prepare the vessel for inspections and audits.
- Lead and manage the crew by fostering a positive and cooperative working environment. Conduct training, monitor performance, handle crew appraisals, and ensure proper allocation of tasks.
- Maintain clear communication with company management, port authorities, and other stakeholders. Coordinate effectively with shore-based personnel, charterers, and agents to ensure smooth operations.
- Oversee the maintenance of the vessel's machinery, navigation equipment, and safety systems. Ensure that all equipment is fully operational and address any deficiencies promptly.
- Provide firm and decisive leadership to the crew. Set a professional example, promote teamwork, and ensure compliance with work ethics, safety protocols, and company standards to create a positive and efficient working atmosphere on board.

### Chief Officer

#### Roles & Responsibilities -

- Headed the Deck Department, overseeing cargo operations, risk assessment, and safe navigation.
- Assisted the Master in complying with maritime regulations and ensuring optimal vessel performance.
- Implemented mentoring and training programs to develop crew skills and build a strong team.

## **Second/Third Officer**

### **Roles & Responsibilities -**

- Served as a watchkeeping officer responsible for safe navigation, ensuring adherence to planned routes, and avoiding collisions and hazards while monitoring weather and sea conditions.
- Managed the loading, unloading, and securing of cargo, ensuring proper weight distribution and compliance with international safety standards.
- Ensured all navigational charts, logbooks, and publications were up to date as per international regulations and the vessel's needs.
- Conducted regular inspections, maintenance, and operational readiness checks of life-saving equipment, including lifeboats, life jackets, and rescue devices, ensuring compliance with SOLAS (Safety of Life at Sea).
- Maintained firefighting equipment, including extinguishers, fire hoses, and detection systems, ensuring they were in optimal working condition, and coordinated fire drills and safety training for the crew.

## **SHORE EXPERIENCES (During Seagoing Carrier Sign Off Time)**

### **Navi Mumbai, India Based Company (June 2011 - Jan 2020 During Sign Off Time)**

#### **Roles & Responsibilities -**

- Managed crew recruitment and coordinated various maritime training courses (Pre/Post Sea, Value Added).
- Conducted marine, navigation, HSE, internal, and VDR audits for ship management companies and owners.
- Handled cargo expediting and pre-vetting inspections for oil and chemical tankers.
- Managed all aspects of logistics operations, including freight forwarding (sea/air), customs clearance, port operations, transportation, warehousing, chartering, and value-added services.

## **SHORE EXPERIENCES (Full Time)**

### **General Manager (Commercial Operations) (Apr 2023 - Present Time)**

#### **Roles & Responsibilities -**

#### **Richmond Mercantile Limited, Dubai(UAE), Ex TRISTAR GROUP Seagoing Captain, Dubai (UAE), Apr 2023- Present Time.**

- Oversaw operations, HSSEQ, and energy management systems, customer relationships, and resources to ensure continuous improvement and alignment with the company's strategic goals and business plan.
- Oversaw Vessel's Commercial Management planning, Owner's communications, Ships Sale & purchase, Chartering, Freight, Demurrage, Laytime Calculations, Pre-Post fixture, Off-Hire, Loss Time Calculations, Terminal Management and Cargo Stocks Planning.
- Assist the Terminals Manager in updating the Business Continuity Plan (BCP) and managing the Terminal's Stocks planning, financial performance, risk, and cost control.
- Actively Collaborated in projects such as QRA, HAZOP, and Process Hazard Analysis (PHA).  
Formulate and oversee the operational department's CPEX, OPEX budget, ensuring timely execution, cost control and prevention of overruns.
- Oversaw all terminal operations, including HSSEQ, maintenance, asset management, and project activities, ensuring safety and compliance with international standards (JIG, API, EI1530, ISGOTT, NFPA, ASTM) and local regulations.
- Maintain effective communication and relationships with customers, implementing actions from Operational Review Meetings and adhering to international standards and best practices.

### **Pre-Fixture:**

- Extensive Expertise in CPP & DPP market, negotiate and fix tonnage and cargoes on TC & VC across various routes. Prepare voyage Estimates with competitive Port PDA in IMOS.
- Negotiate and finalize advantageous charter contracts with shipowners and charterers.
- Extensive expertise in the Crude Oil, Petroleum and Chemical Tanker Ships shipping market and through understanding of chartering dynamics.

- Develop and maintain strong relationships with shipowners, Agents, charterers and other Stakeholders. Drive revenue, develop clients' relationships and have a strong commercial judgement with negotiation skills. Local and international business development and fact findings to increase company profile and build on existing and new relations with prospective clients Assist in vessel scheduling to ensure operational efficiency and Maximise cargo space utilisation and voyage financial results.

- Collaborate with the operations and commercial teams to optimize vessel utilization and ensure smooth chartering operations.
- Offer advisory support in drafting Charter parties and Fixture notes.
- Doing counter remarks in CP while fixing vessel and cargoes. Solving any issues relating to the fixture concluded.
- Oversee vessel P&L performance with operations, ensuring all transactions align with company policies.
- Having strong broker relationships and support the regional teams to attract and engage potential clients.
- Negotiation of rates and terms across a range of spot and term charters for maximum income.
- Monitoring and analyse market trends, freight rates and supply and demand dynamics.
- Assisting in Finalisation of making Stowage plan for CPP & DPP cargo and going onboard vessel as Port Captain in Indian Ports if required. Co-ordinating with Port captain and Super Cargo for loading / discharging and quick turnaround time for vessel outside India.
- Assisting chartering manager for Check Hardening requirement on vessel for Piracy measures and cost involves.

## **Post Fixture:**

- Conduct daily meeting and Monitoring Overall Ship's Operation for all Tanker fleet and Liaison with Charterers / Brokers / owners / Agents to resolve any operation issues.
- Ensure to Protect Owners Interest, Compliance with Charter Parties and company interest protected for any deviations from Charter party.
- Effectively and efficiently handle Cargo claims and Vessel Underperformance Claim as per CP terms.
- Plan bunker for the vessel and discuss optionality of bunkers (non-availability of bunker specs/short supply of bunkers/bunker off specs) with Operation manager. Utilise bunker hedging to safeguard voyage profitability in AG, PG- Indian ocean region.
- Having understanding of FFA (Freight Forward Agreements).
- Assisting vessel operator for preparing letter of Indemnity and working CP if direct with charters and Owners.
- Liaising with Legal team and P&L club for any disputes/claim and follow ups.

## **In addition to Above, Closely handling Vessel Operations with and assisting Operators & Managers as below :-**

- Coordinating agency appointment, reviewing the PDAs and FDAs.
- Send ETA notices as per Voyage orders to agents / sub charters.
- Correct instruction to the vessel for NOR tendering, monitoring NOR tendering time.
- To appoint Wx Routine company and liaise with them for shortest and safest navigable route with earliest ETA.
- Check vessel performance during the passage / bad weather monitoring.
- Check with master on the hold readiness, confirm if the cleaning method is in line with the industry standards.
- Issue Voyage and General Instruction order to vessel, Provide updates to internal stakeholders on vessel information.
- Protecting owners' interest wrt ensuring cargo release against BL's, LOI's operations cover under LOI's, vessel readiness, compliance as per charter parties etc. Check the draft of the B/L from agents and confirm in order.
- Coordinating with agents, post fixture desk of owns/charters and other brokers.
- Input voyage details into IMOS and manage cost and all vessel's related invoice (freight, port cost, bunkers etc) and claims.
- Prepare Laytime for Load Port / Discharge Port.
- Follow-up with charters for Freight Payment and Head owners on hire payment taking delivery/re-delivery of vessel according to Time-Charter Party.
- Track vessel performance and approve voyage abstracts when required. Prepare, submit and negotiate claims under supervision of Operation manager.
- Keep track of all off hires on assigned vessels and negotiate off-hire details with Owners.

## **ADDITIONAL INFORMATION**

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- Proficiency in various database management systems (SIRE, CDI, Consultas, DANOS, PAL & AMOS).
- Extensive experience handling and managing a variety of chemical cargoes.
- Proven ability to work effectively in a multicultural environment & efficient to work in all conditions.

## **ACHIEVEMENTS**

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### **SEAGOING CARREER : -**

- **Successfully navigated international routes:** Ensured safe and timely delivery of Crude Oil, Petroleum and Chemical products across various International Routes.
- **Maintained safety standards:** Implemented and enforced rigorous safety protocols, resulting in zero incidents or accidents during your tenure.
- **Efficient cargo handling:** Supervised the loading and unloading of hazardous materials, ensuring efficiency, No Offhires and compliance with safety regulations.
- **Vessel Inspections :** SIRE, PSC , USCG Inspections successfully handled with Nil or Minimum Observations.
- **Cost-effective operations:** Managed ship maintenance and repair budgets effectively, reducing operational costs by 20-25%.
- **Leadership and team management:** Led a diverse crew, fostering teamwork and ensuring high morale and productivity.
- **Environmental compliance:** Ensured adherence to environmental regulations, minimizing the environmental impact of operations.
- **Marine Rescue :** Successfully rescued an American Couple from US Caribbean Waters to FOS, France on MT High Jupiter.

### **Skills:**

- Expertise in Operating and supervising Crude Oil, Petroleum and Chemical Tanker Ships.
- Proficiency in implementing International Marine Safety Procedures and Protocols.
- Strong leadership and team management skills
- Knowledge of international maritime regulations
- Excellent navigational and operational skills
- Ability to manage budgets and reduce operational costs
- Multilingual capabilities.

## **ACHIEVEMENTS**

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### **ASHORE OFFICE CARREER :- (Apr 2023 - Present Time)**

- **Negotiated Lucrative Cargo Freight Fixtures:** Secured high-value freight contracts with major clients, increasing annual revenue by **10-20%**. Established long-term partnerships with key industry players, boosting the company's commercial footprint.
- **Spearheaded Vessel Acquisition and Chartering:** Led the successful Vessel Acquisition and Chartering of multiple oil chemical and bitumen tankers, expanding the fleet by **60%** and optimizing asset utilization. Negotiated deals that enhanced the company's market position and profitability.
- **Optimized Pre and Post Fixture Operations:** Streamlined operational processes before and after fixtures, reducing turnaround times by **max 30 hours/ port stays**. Implemented efficient workflows that improved overall productivity and client satisfaction.

- **Enhanced Operational Efficiency:** Introduced innovative strategies that reduced operational costs by **10-20%**, including fuel optimization and maintenance scheduling. Achieved significant savings while maintaining high safety and performance standards.
- **Strengthened Regulatory Compliance:** Ensured full compliance with international maritime laws and environmental regulations. Successfully passed all audits and inspections, maintaining an impeccable safety record.
- **Led High-Performing Teams:** Managed and mentored a diverse team of professionals, fostering a culture of excellence and collaboration. Improved team retention rates by **96%** and facilitated professional development opportunities.
- **Implemented Digital Solutions:** Championed the adoption of advanced software systems for Cargo tracking and documentation, enhancing data accuracy and decision-making capabilities.
- **Risk Management and Mitigation:** Developed robust risk assessment protocols that minimized exposure to market volatility and operational hazards. Successfully navigated the company through challenging economic periods.
- **Have worked with Charterers** (SHELL, BP, KOCH, IDEMITSU, KOTC, ENOC, ADNOC, PEMEX ,LG Chemicals, HPCL, BPCL, IOCL, RELIANCE Global Energy, Scorpio, D'AMICO, Trafigura, Exxon Mobil, Chevron, VITOL, BAHRI, Lukoil, PetroChina Etc)

## Skills

- **Expert Negotiator:** Proficient in securing advantageous terms in vessel transactions and freight agreements, leveraging in-depth market knowledge.
- **Strategic Planning and Execution:** Ability to devise and implement long-term commercial strategies that align with organizational goals and adapt to industry trends.
- **Operational Expertise:** Comprehensive understanding of pre and post fixture operations, ensuring efficiency and compliance at every stage.
- **Financial Acumen:** Skilled in budget management, cost control, and financial forecasting to drive profitability.
- **Regulatory Proficiency:** In-depth knowledge of international maritime regulations, including IMO standards, MARPOL, and SOLAS.
- **Leadership and Team Development:** Strong leadership qualities with a focus on mentoring, performance management, and fostering a positive work environment.
- **Innovative Problem-Solving:** Adept at identifying challenges and implementing effective solutions in high-pressure situations.
- **Stakeholder Relationship Management:** Excellent interpersonal skills to build and maintain relationships with clients, brokers, regulatory bodies, and internal teams.

## RECORD OF PREVIOUS SEA SERVICES

## Record Of Previous Sea Services

Sr · N o ·	Name of Company	Name of Vessel	Type	GRT / DWT	KW	Engine type	UM SY / N	Rank	From	To	Total MM/DD	Reason for S/OFF
1	WALLEM SHIPMANAGEMENT	M.T. NEW CIRCASSIA	VLCC	163346/306009	34650	MAN B &W	Y	TNO	06 SEP 02	26 JUL 03	10 M 20 D	C.O.C.
2	WALLEM SHIPMANAGEMENT	M.V. CROWN SAPPHIRE	REEFER	10519 / 10334	16200	MITSUBI SHI	Y	TNO	08 FEB 04	26 NOV 04	09 M 18 D	C.O.C
3	WALLEM SHIPMANAGEMENT	M.V. KOH JIN	PCTC	49844 / 19712	16630	KAWASAKI MAN 16V	N	TNO	06 FEB 05	01 OCT 05	07M 28 D	C.O.C
4	WALLEM SHIPMANAGEMENT	M.T. NAUTIC	SUEZ MAX	78845/150812	20140	SULZER	Y	3/0F F	28 OCT 06	08 JUL 07	08 M 12 D	C.O.C
5	WALLEM SHIPMANAGEMENT	M.T. NAUTIC	SUEZ MAX	78845/150812	20140	SULZER	Y	2/0F F	26 JUL 07	10 OCT 07	02 M 16 D	C.O.C
6	WALLEM SHIPMANAGEMENT	M.T.SAN JACINTO	PRODUCTION	28539/47038	11640	MITSUBI SHI	Y	2/0F F	06 FEB 08	13 AUG 08	06 M 07 D	C.O.C
7	WALLEM SHIPMANAGEMENT	M.T. SAN JACINTO	PRODUCTION	28539/47038	11640	MITSUBI SHI	Y	2/0F F	13 AUG 08	22 SEP 08	01 M 09 D	C.O.C
8	BERNHARD SCHULTE SHIPMANAGEMENT (SINGAPORE)	M.T. PALANIMALAI	CHEMICAL TANKER	21035/33056	12560	MAN B &W	N	CH/OFF	07 FEB 10	28 JUL 10	05M 20D	C.O.C
9	BERNHARD SCHULTE SHIPMANAGEMENT (SINGAPORE)	M.T. GRAN COUVA	OIL CHEM TANKER	29266 / 47128	12900	MAN B &W	Y	CH/OFF	18 NOV 10	26 MAR 11	04M 08D	C.O.C
10	BERNHARD SCHULTE SHIPMANAGEMENT (SINGAPORE)	M.T. HIGH JUPITER	OIL CHEM TANKER	29733 / 51603	9488	MAN B &W	Y	CH/OFF	31 JUL 11	29 NOV 11	04 M 00D	C.O.C
11	BERNHARD SCHULTE SHIPMANAGEMENT (SINGAPORE)	M.T. AL KUWAITIAH	OIL CHEM TANKER	26351 / 35644	9130	MAN B &W	Y	CH/OFF	23 JUL 12	30 OCT 12	03M 08D	C.O.C

12	<b>BERNHARD SCHULTE SHIPMANAGEMENT (SINGAPORE)</b>	<b>M.T.NAVE EQUINOX</b>	<b>OIL CHEM TANKER</b>	<b>30119 / 50922</b>	<b>13560</b>	<b>MAN B &amp;W</b>	<b>Y</b>	<b>CH/OFF</b>	<b>26 JUN 13</b>	<b>30 SEP 13</b>	<b>03M 05 D</b>	<b>C.O.C</b>
			<b>TAN KER</b>									
13	<b>BERNHARD SCHULTE SHIPMANAGEMENT (SINGAPORE)</b>	<b>MT TAMAR</b>	<b>OIL CHEM TANKER</b>	<b>42771 / 70632</b>	<b>13820</b>	<b>MAN B &amp;W</b>	<b>N</b>	<b>TR. MASTER</b>	<b>10 FEB 2014</b>	<b>08 JUL 2014</b>	<b>4M 28 D</b>	<b>C.O.C.</b>
14.	<b>BERNHARD SCHULTE SHIPMANAGEMENT (SINGAPORE)</b>	<b>MT DAWN</b>	<b>PRODUCT TANKER</b>	<b>28226 / 45999</b>	<b>7470</b>	<b>HYUNDAI B&amp;W</b>	<b>N</b>	<b>MAS TER</b>	<b>08 FEB 2015</b>	<b>18 MAY 2015</b>	<b>3 M 10 D</b>	<b>C.O.C.</b>
15	<b>BERNHARD SCHULTE SHIPMANAGEMENT (SINGAPORE)</b>	<b>M.T. PURE GRACE</b>	<b>OIL CHEM TANKER</b>	<b>26218 / 46057</b>	<b>8310</b>	<b>MAN B &amp;W</b>	<b>Y</b>	<b>MAS TER</b>	<b>23 SEP 2015</b>	<b>24 APR 2016</b>	<b>7 M 01 D</b>	<b>C.O.C.</b>
16	<b>BERNHARD SCHULTE SHIPMANAGEMENT (SINGAPORE)</b>	<b>MT STAR I</b>	<b>OIL CHEM TANKER</b>	<b>23248 / 37900</b>	<b>8058</b>	<b>HYUNDAI B&amp; W</b>	<b>Y</b>	<b>MAS TER</b>	<b>13 OCT 2016</b>	<b>08 JAN 2017</b>	<b>2 M 25 D</b>	<b>C.O.C.</b>
17	<b>BERNHARD SCHULTE SHIPMANAGEMENT (SINGAPORE) PTE. LTD</b>	<b>MT HIGH MERCURY</b>	<b>OIL CHEM TANKER</b>	<b>29733/ 51501.6</b>	<b>9480</b>	<b>MAN B &amp;W</b>	<b>Y</b>	<b>MAS TER</b>	<b>25 JUL 2017</b>	<b>22 JAN 2018</b>	<b>5 M 28 D</b>	<b>C.O.C.</b>
18	<b>BERNHARD SCHULTE SHIPMANAGEMENT (SINGAPORE) PTE. LTD</b>	<b>MT HIGH SATURN</b>	<b>OIL CHEM TANKER</b>	<b>29733/ 51501.6</b>	<b>9480</b>	<b>MAN B &amp;W</b>	<b>Y</b>	<b>MAS TER</b>	<b>15 JUL 2018</b>	<b>12 OCT 2018</b>	<b>02M 27 D</b>	<b>C.O.C</b>
19	<b>BERNHARD SCHULTE SHIPMANAGEMENT (SINGAPORE) PTE. LTD</b>	<b>MT PIS PARAGON</b>	<b>OIL TANK ER</b>	<b>28051/ 45920</b>	<b>9267</b>	<b>MITSUB IS HI</b>	<b>Y</b>	<b>MA S TE R</b>	<b>05 MAR 2019</b>	<b>18 AUG 2019</b>	<b>05 M 13 D</b>	<b>C.O.C</b>
20	<b>BERNHARD SCHULTE SHIPMANAGEMENT (SINGAPORE) PTE. LTD</b>	<b>MT PIS PARAGON</b>	<b>OIL TANK ER</b>	<b>28051/ 45920</b>	<b>9267</b>	<b>MITSUB IS HI</b>	<b>Y</b>	<b>MA S TE R</b>	<b>24 DEC 2019</b>	<b>01 OCT 2020</b>	<b>09 M 09 D</b>	<b>C.O.C</b>

21	FLEET SHIPMANAGEMENT (HONG KONG) PTE LTD	MT SILVER SAWSAN	OIL CHEM TANK ER	29375/ 49897	7700	HYUND AI MAN - B&W	Y	MA S TE R	19 JUN 2021	19 OCT 2021	04 M 01 D	C.O.C.
22	FLEET SHIPMANAGEMENT (HONG KONG) PTE LTD	MT SILVER JOAN	OIL CHEM TANK ER	29375/ 49897	7700	HYUND AI MAN - B&W	Y	MA S TE R	14 FEB 2022	23 JUN 2022	04 M 05 D	C.O.C.
23	FLEET SHIPMANAGEMENT (HONG KONG) PTE LTD	MT SILVER HEBA	OIL CHEM TANK ER	29375/ 49897	7700	HYUND AI MAN - B&W	Y	MA S TE R	13 NOV 2022	19 APR 2023	05 M 06 D	C.O.C.

Signature CAPT. AMIT MISHRA