

V L A D I M I R B O R S T N A R

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P R O F I L E

Senior manager with 35 years of shipping experience covering Asian markets, with a deep specialization in India, SEA, China and South Korea markets. Core competencies include managing a liner break bulk shipping service between Korea, China and India with 6 to 12 MPP vessels. Strong quantitative skills; holds a post-grad degree in Strategic Marketing from the University of Wollongong, Australia.

S K I L L S S U M M A R Y

- In-depth knowledge of break bulk shipping markets in Asia, in particular granites, projects and steel cargoes.
- Excellent written and verbal communication skills
- Highly confident speaker, adept at presenting business opportunities to a wide client spectrum and senior policy officials.
- Creative, able to combine quantitative and qualitative skills to produce big-picture ideas and solutions. Opening subsidiary office in Chennai, representative office in Xiamen and joint venture in Chennai.

E M P L O Y M E N T H I S T O R Y

- Genshipping Pacific Line Pte Ltd (GPL) Jan 1993 – Aug 2017
- Operations manager, liner manager, director GPL
 - Director subsidiary office GPL (India) Pvt Ltd Chennai
 - Director joint venture company Indo-Pacific Solution Pvt Ltd Chennai, India
 - Core duties include:
 - Heading Commercial and Operations departments within head office, subsidiary and representative offices of GPL,
 - Providing macroeconomic and policy views on company markets to BOD, with particular focus on India and China granite and project markets,
 - Budgeting, cash flow and voyage calculations for the company financial requirements,
 - Maintaining strong relationship with cargo clients and strategic cooperation with port authorities as well as competitors,
 - Working closely with other parts of logistic chain, like inland transporters and yard operators as advantage to our shipping clients,
 - Following closely political and industrial changes, especially in India, to take suitable policy decisions in regards to company regional liner activities,
 - Boosting GPL profile through frequent marketing trips visiting clients and conferences across Asia.

Manager Middle East-Far East line April 1986 – Dec 1993
Splosna Plovba Portoroz, Slovenia (Yugoslavia)

- Managing liner service between Pakistan and Japan for conventional vessels
- Responsible for bookings, operations and documentation in main office, agency network and various cargo brokers/interests.
- Producing in-depth regional analyses for liner products on ad-hoc, weekly, monthly and quarterly basis.

Chartering executive Chartering department Jan 1985 – April 1986
Splosna Plovba Portoroz, Slovenia (Yugoslavia)

- Fixing cargo (voyage charters) and charters (time charters) for Bulk vessels between 15,000 to 35,000 DWT
- Communications with vessels, agents, brokers, charterers for smooth commercial and operational matters
- Performing Voyage calculations, disbursements, voyage and cargo claims.

Apprentice mate, 3rd deck officer on commercial ships Dec 1983
Splosna Plovba Portoroz, Slovenia (Yugoslavia)

E D U C A T I O N

Master of Strategic Marketing June 2002
University of Wollongong, Australia.

- Distinctions in Marketing Strategy, B2B Marketing, Marketing management, Managing Service Marketing and International Marketing Strategy.

Bachelor of Science in Transportation by Sea Jan 1985
University in Ljubljana, Slovenia (Yugoslavia)

Nautical High School, Portoroz, Slovenia (Yugoslavia) June 1981

Various courses (over 20): 1993 – 2012

- Certificate in ICC UCP500 by FACS
- Several Maritime courses by MPA Singapore.
- Various courses in Shipping & Insurance by SSA Singapore and BIMCO
- Several IT software courses by New Horizons and Informatics Singapore
- Certificate in beginners Mandarin by Singapore Chinese Chamber Institute of Business

O T H E R I N F O R M A T I O N

Date of birth: January 7, 1963

Married with two adult children

Citizenship: Slovenia, Singaporean PR

Languages: English; Slovenian, Croat, Italian

Academic transcripts and references will be provided upon request.