

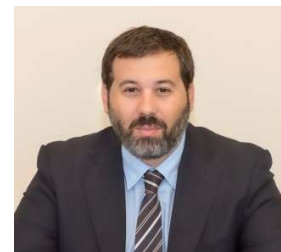
John Tsogas

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Married, father of 2 children, age 45, Military Obligations Fulfilled



EDUCATION

June 2013

POSTGRADUATE INSTITUTION

MBA in Maritime and Shipping – University of Piraeus

- Graduation Grade: 8.5/10
- Thesis: Bunkers – Marine Fuels and the Shape of things to come in Shipping

February 2004

UNDERGRADUATE INSTITUTION

BSc International Business – Deree, The American College of Greece

- GI (Graduation Index): 3.2/4

June 2002

UNDERGRADUATE INSTITUTION

BSc Economics and Management – National and Kapodistrian University of Athens

- Graduation Grade: 7.9/10

EXPERIENCE

4/2021 – Present

SEKAVIN SA

Global Head of Bunkering & Trading, Marine Fuels (based in Marousi, Greece)

Worldwide oil trading

- International marketing and marine fuels trading and brokerage
- Worldwide Supplies of marine fuels
- Developing supplier and client relations in a range of selected geographical areas
- Negotiations with customers and third parties
- Monitoring risk and exposure
- Building up profitable new business platform and pipeline
- Suggest and participate in development and execution sales campaigns
- Local and international travel responsibility
- Overall development of the office towards new sales goals
- Part of Management team undertaking strategic decisions and company development



2/2014 – April 2021

COCKETT MARINE OIL HELLAS (VITOL GROUP OF COMPANIES)

Senior Bunker Trader, Marine Fuels (based in Voula, Greece)

Worldwide oil trading

- International marketing and marine fuels trading and brokerage
- Worldwide Supplies of marine fuels
- Developing supplier and client relations in a range of selected geographical areas
- Negotiations with customers and third parties
- Monitoring risk and exposure
- Building up profitable new business platform and pipeline
- Suggest and participate in development and execution sales campaigns



1/2013 – 12/2014

OW BUNKERS UK LTD

Trading Manager, Marine Fuels (based in London, United Kingdom)



Worldwide oil trading

- Manager of the Worldwide Oil Trading Team and the UK Sourcing Center (9 Worldwide Traders, 2 Supply Traders, 2 Post-fixers/Operators & 3 Admin)
- International marketing and marine fuels trading
- Worldwide Supplies of marine fuels
- Developing supplier and client relations in a range of selected geographical areas
- Negotiations with customers and third parties
- Monitoring risk and exposure
- Supporting staff motivation and development
- Further Development of current client platform, retain and develop business
- Negotiations with new and existing customers
- Building up profitable new business platform and pipeline
- Suggest and participate in development and execution sales campaigns
- Local and international travel responsibility
- Overall development of the office towards new sales goals

1/2011 – 12/2012

AEGEAN MARINE PETROLEUM SA

Bunker & Cargo Trader / Bunker & Cargo Operations (based in Piraeus, Greece)



Worldwide oil trading

- International marketing and marine fuels trading and brokerage
- Identifying new supply points/options, new ways of doing business and trading oil cargoes
- Negotiations with customers and third parties
- Establishing, developing and maintaining excellent working relationships with customers
- Developing trading strategies to leverage market structure
- Supply and logistic operations
- Developing and maintaining a strategic book of longs and shorts to support supply
- Monitoring risk and exposure and manage/layoff consistent with group policy

9/2007 – 1/2011

AEGEAN MARINE PETROLEUM SA

Bunker Team Leader, Marine Fuels (based in Piraeus, Greece and also based in Singapore, Rotterdam, Netherlands, and finally Houston, USA)



Worldwide oil trading

- International marketing and marine fuels trading and brokerage
- Expansion Projects for the AMPNI group with new supply locations
- Team Leader for the ports of Piraeus / Fujairah / Singapore
- AMPNI website project manager
- Marketing and Publicity coordinator for all AMPNI publications
- New business development and expansion of company's clientele

9/2005 – 9/2007

AEGEAN FUJAIRAH BUNKERING LLC

Bunker & Cargo Trader / Bunker & Cargo Operations (based in Dubai, UAE)



Worldwide oil trading

- Supply, Trading and Operations for the Middle East branch of AEGEAN
- Buying Cargoes through local market and international players
- Daily Price Structuring towards trading team
- Securing position using Risk Management Solutions

5/2002 – 9/2005

AEGEAN MARINE PETROLEUM SA

Bunker Trader, Marine Fuels (based in Piraeus, Greece)

Worldwide oil trading

- International marketing and marine fuels trading and brokerage
- New business development and expansion of company's clientele



5/2001 – 5/2002

AEGEAN MARINE PETROLEUM SA

Internship as Junior Bunker Trader, Marine Fuels (based in Piraeus, Greece)

Worldwide oil trading

- International marketing and marine fuels trading and brokerage



SKILLS AND ACTIVITIES

- Languages: English, French, Italian, Greek (native)
- Certifications: PADI Certified Master Scuba Diver, PADI First Aid & Rescue
- Seminars: IBIA Advanced Bunkering Seminar 2002/2005/2007/2010/2013, Platts conferences, Posidonia. Fujcon/Sibcon multiple times and many industry events
- Computer skills: PC & Mac user, MS Office applications, Outlook, Danaos Enterprise, Targit, Dynamics, Qlik
- Personal Hobbies: Rugby, Soccer, Diving, Boxing, Basketball, Snowboarding, Cinema, Music