



Sofia Pouliasi

Maritime Economist

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Languages

English, Proficient (C2)

University of Cambridge & Michigan

Software

- Danaos
- Softmar
- Dataloy

Skills

- Teamwork

Maritime Economist with over 20 years of experience in commercial operations, claims, and charter party dispute resolution across bulk and tanker segments. Proven ability to lead operations, optimize P&L, and manage complex chartering scenarios. Skilled in strategic communication with charterers, owners, P&I Clubs, legal and accounting teams.

Work history

2025-07 -
Current

Senior Operator

Octofr8 Ltd, Athens, Greece
Time charter fleet of bulk carriers, geared and panamax

Tasks:

- End-to-end management of our time charter vessels, which are employed in time and voyage charter.
- Conduct all operational activities, ensuring that all obligations and requirements under both charters are met.
- Issuance of voyage orders, preparation of cargo holds, stowage plans, issuance of LOIs, and voyage monitoring, end-to-end.
- Bunker calculations and the development of the vessel's bunkering plan always focus on optimizing bunker P&L.
- Dealing with vessel owners, customers, brokers, agents, and masters on a daily basis regarding all operational activities, ensuring all necessary information is passed on timely, and all documentary requirements are met.
- Daily updates of the company's system tools for ship operations and records for P&L tracking.
- Voyage performance monitoring and P&L control. Cost management and, where applicable, recovery from charterers or shipowners.
- Hires, freight payment and collection, and demurrage analysis.
- P&I and FD&D Claims Handler.
- Disbursements handler.
- Issuance and analysis of the voyage results, and accounts reconciliation between commercial and accounting P&L.

- Hard working
- Self motivated
- Problem solving
- Leadership

2024-05 -
2025-05

- Reporting to the top management and shareholders.

Operations Manager

Authentic Carriers Co

- Company Overview: Time charter fleet of bulk carriers from handysize to baby capes
- End-to-end management of our Time Charter vessels which are employed in voyage charter for carrying bulk cargoes, mainly coal, fertilizers and iron ore.
- Conduct all operational activities ensuring that all obligations and requirements under both charters - TC and voyage, are met.
- Issuance of voyage orders, preparation of cargo holds, preparation of the stowage plans, issuance of BLS, LOIs & voyage monitoring, end-to-end.
- Bunkers calculation and development of vessel's bunkering plan always focusing on bunkers p&L optimization.
- Dealing with vessel Owners and cargo/ freight counter-parties, brokers, Agents and Masters on a daily basis regarding all operational activities ensuring all necessary information is passed on timely and all documentary requirements are met.
- Daily updates of the company's system tools for ship operations and records for p&i tracking.
- Voyage performance monitoring and p&i control. Cost management and, where applicable, recovery from charterers or ship owners.
- Hires/ freight payment and collection & demurrage analysis
- P&I & FD&D Claims handler
- Disbursements handler
- Issuance and analysis of the voyage results and accounts reconciliation between commercial and accounting p&i.
- Reporting to the top management and shareholders

2022-10 -
2023-05

Head of Operations & Deputy CSO

Pertanko Management S.A

- Company Overview: Fleet: 6 tankers 13,000 dwt

- all employed in voyage charter
- Monitoring all the day-to-day operations for the fleet
- Liaising with vessels, Brokers, Charterers, Agents etc
- Issuance of voyage orders, cargo tanks cleaning preparation, preparation of the stowage plans, issuance of BLS, LOIs & voyage monitoring, end-to-end.
- Bunkers calculation and development of optimum bunkering plan.
- Focus on vessels' performance monitoring and p&i control
- Flow of information to all the departments and coordination
- Coordination & pre-fixture support to the chartering department

2018-11 -
2022-05

Bulkers & Tankers Commercial & Claims Operator

Spring Marine Management S.A.

- Company Overview: Fleet: 2 supra, 2 panamax and 1 cape size bulk carrier & 18 MR tankers employed in voyage and time charter.
- From November 2018 - January 2020 was handling both commercial and marine operations inclusive of post fixing, disbursement and claims tasks. After January 2021 due to huge volume of work focused solely on tanker commercial operations and post fixing/ claims tasks.
- Issuance of voyage instructions, dealing with all stakeholders down the chain in accordance with the terms of employment, TC or VC, Charterers, brokers, Agents and Masters on a daily basis regarding all operational activities ensuring all necessary information is passed on timely and all documentary requirements are met.
- Set up and organized the company's Post fixing & Claims department
- Voyage performance monitoring and P&L control
- Hires/ Freight collection & demurrage analysis
- P&I & FD&D Claims handler
- Disbursements handler
- Issuance of the voyage results in coordination

with the accounting department including freight analysis and reconciliation between commercial and accounting p&i

- Reporting to the top management & shareholders

2009-10 -
2012-04

Dry Post Fixing & Demurrage Claims Manager

Trafigura Maritime Ventures

- Company Overview: Fleet: Handysize/ handymax & cape size bulk carriers
- Set up and organized the company's: 1. Post fixing and Claims department, 2. TC performance department, 3. Shipping dealsdesk department
- Voyage performance monitoring and P&L control for the freight desk & demurrage P&L for all the dry cargo desks
- Freight payment / collection & demurrage analysis
- Issuance of voyage results including freight analysis and dealsdesk
- Pre-fixture support to the traders and Chartering department, including consultancy and formation of the contract and cp clauses
- Reporting to the top management & shareholders (freight and commercial traders)
- Responsible for training the cargo operators in shipping globally

2008-01 -
2009-10

Post Fixing Operator & Claims Handler

Cosmotrans Navigation SA

- Company Overview: Fleet: Handysize and Handymax bulk carriers
- Set up and organized the company's Post Fixing & Claims department
- Post fixing & demurrage analyst
- P&I and FD&D claims handler

2005-02 -
2007-12

Dry Post Fixing & Demurrage Claims Handler

Trafigura Ltd (Via Falcon Navigation Corporation)

- Company Overview: Fleet: Handysize & Handymax bulk Carriers
- Demurrage and FD&D claims handler
- Demurrage P&L control

- Freight payment / collection
- Pre - fixture support to the traders and chartering (consultancy and formation of the contract and cp clauses)
- Reporting to the top management and shareholders

Education

2008-10 - 2010-06	MSC: Maritime Economics And Finance <i>University of Piraeus</i> GPA: 8.36/10
2000-10 - 2004-09	BACHELOR'S DEGREE: Maritime Studies <i>University of Piraeus</i> GPA: 7.72 / 10
2003-01 - 2003-06	MSC: International Trade And Finance <i>Uppsala University - Upsala</i> • 30 European Credits / D Level, Erasmus program. • Was granted scholarship for excellent performance by the Greek Scholarship foundation.
Expected in 2027-06	Master of Laws: LLM Maritime Law <i>University of West London - London</i>

Certifications

2010-02 BIMCO Diploma on Time Charter, Athens

2010-11 Seminar for new Managers. Comprehension of the new role and difficulties, Trafigura office. London

2019-06 Alpha Marine Consulting, Company Security Office training, Athens

2021-04 ICS Certificate of attendance, Laytime & Demurrage, Piraeus