

## ALEX GREEN

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### PROFESSIONAL PROFILE

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A highly motivated and motivating results driven Global Head of operations/shipping.

With Engineer and deck officer experience currently established within the senior management team of the Oil Tanker division at Mitsui O.S.K Lines.

With an extensive combination of both on and offshore experience, in LNG LPG Oil, liquid products, Methanol, easy chemicals, has a proven track record of successfully dovetailing both commercial operations with technical and managerial aspects of running a fleet of oil tankers.

Has as an acute understanding of the market fundamentals of shipping and energy related industries. Can, in the short, medium to longer term understand where the industries are likely to evolve and develop and subsequently able to bring value added as a proven innovator. Which particularly important as the industry moves toward a 'Cleaner Leaner' world particularly and considering Sulphur, NOX and CO<sub>2</sub> reduction legislation. Recently undertaken a degree in engineering with a skew to sustainability and renewables. Currently working on carbon reduction solutions and various energy savings projects.

Can use experience, technical skill, personal networks to reduce fuel consumption OPEX and has the ability to evolve and innovate systems using data effectively.

Possesses excellent interpersonal, communication and negotiation skills and the ability to develop and maintain mutually beneficial internal and external relationships. Enjoys being part of a team as well as managing and training personnel within it.

Founding member of Trans-Carbon, a consultancy group, that shares state of the art knowledge and using mathematical modelling carbon reduction technologies for small to medium size shipping.

### CAREER SUMMARY

April 2015 - current

#### **Global Operations Manager –MOL (Europe Africa) Ltd**

Managing a team of 11 personnel between our principle offices London and Houston. Medium range tanker ships for products and Methanol. Reviewing and updating Global operations procedures, Vessel policy and master's standing instructions.

Overseeing the Methanol project (Long term T/C deal with MHTL), understanding process and overview to a longer-term view to bring further added value.

Working with technical department and other stakeholders in and outside of the organisation to mitigate through process change and handled and mitigated \$3 million in claims to tens of thousands of dollars.

Ran and Completed the 2020 fuels transition project.

Looking into/ development of carbon reduction technologies and OPEX saving.

October 2010 – April 2015

**Operations Manager – d’Amico Tankers Ltd and Rudder S.A.M Ltd**

Playing a pivotal role in a Team managing operational matters, Product Tanker vessels around the clock.

Reduced departmental specific budgetcosts by 20%. Responsible for intern and operators training programme.

Looking at business opportunities allied to shipping and working with business development manager and Rudder S.A.M, a bunker division majority owned allied with d’Amico shipping activity. A folio of project activity can be presented upon request with necessary redactions. Project activities revolved around recycling of waste products from ships to supply some of needs for industrial process.

April 2004 – October 2010

**Portfolio Manager - Streamline Worldwide LTD and Alexander Properties**

Disposal of assets, optimising returns from property investment.

Running and managing commercial properties, agreements, and income protection. Also took on third party commercial developments.

Consolidating residual assets and pooling remaining landlord obligations into one management company structure.

Feb 1999 – April 2004

**Shipping Operations/chartering -Glencore U.K. Limited**

Personally, running a small fleet of between 10 and 14 vessels around the clock, operating in all principle geographic locations and trades (coastal/ deep sea) and most cargoes/light products/crudes/LPG/LNG.

Revised, improved, and updated the template for voyage/loading/discharge orders along with relevant and specific preparation and maintenance for a variety of products in line in order to reduce company’s liability exposure.

Key role in offering expertise and advice to trading teams and shipping staff in ship and shore physical operational matters.

Advising with the construction of contractual clauses and other significant loading/discharging clauses.

Liaising with trading staff and their appointed operations team to assist in construction of tight loading and discharge orders.

Updating and managing P&L and ensuring, through careful observation and active adjustment, that losses are minimised and profits optimised.

Training of junior staff to a high in-house standard.

Became a respected source of technical knowledge and aided all trading desks and departments.

During this period was promoted to Senior Operator.

Spent time with Nigerian crude trader and sometime assisting him with Nigerian Oil tenders. Set up and worked demurrage reconciliation meetings.

Designed apparatus used to administer Pour point depressant, Russian Fuel oil and other innovations.

Chartering experience LNG.

Holiday coverage chartering MR size vessels/ clean products.

July 1998 –Feb 1999

**Managing Demurrage Analyst -Glencore U.K. Limited**

Reduced Crude and Products Book demurrage outstanding from USD 25million to just over USD 19 million within six months.

Conducted hard negotiation with third party companies for cash recovery. Accountability for potential P&L impact of demurrage claims.

Provided operational advice to operational and trading staff regarding the construction of laytime and demurrage clauses, with emphasis on legal interpretation.

Provided a clinic with a view to reducing future demurrage exposure

Oct 1997 -July 1998

**Demurrage Analyst/Operations**

*Shell Oil Transport and trading (STASCO - Mex House, Strand, London)*

Shore-side opportunity offered and taken with a view to gaining a foothold in the commercial side of the business.

Acquired thorough grasp of demurrage principles and negotiations.

Accountability for potential P&L impact of demurrage claims.

Provided operational advice to operational and trading staff regarding the construction of laytime and demurrage clauses, with emphasis on legal interpretation.

Reduced Crude demurrage 1 year out-standings from 3 million to 1.2million. Assisted with contract writing/ terms.

July 1995 – Oct 1997

**Marine Officer**

*Shell International Trading and Shipping (I.O.M/Singapore)*

In charge of supervising loading and discharging operations in port during watch.

Responsible for the running and maintenance of loading/discharging equipment. Good working knowledge of most cargo equipment in most hydrocarbon derivative trades.

Thorough knowledge of heat-sensitive cargoes, most wet cargoes and their hazardous nature, static accumulation and pour points.

Strong on the spot problem-solving ability.

Understanding of commercial requirements on physical applications.

Knowledge of pollution avoidance and precautions.

### **Off-Shore Experience**

*Shell International Trading and Shipping (I.O.M/Singapore)*

From 1991 to 1995 worked and trained as a Dual/marine officer understudy, after which served a further two years as a fully qualified marine officer serving:

VLCCs trading crude oil (various grades: light and heavy) for Gulf to NW Europe.

VLCCs trading crude from the Fulmar (North Sea Floating offshore installation) to NW Europe.

Product Carriers (Panamax) Ring Main type trading around Caribbean.

LPG fully reliquification type Carriers/prismatic tank type trading Butane/propane. Trading LNG (Technigaz type) Shell Brunei State gas project from Brunei to Tokyo Bay area.

Other coastal product trades.

North Sea experience, Crude oil and FSU operations.

### **Higher Education, Professional Qualifications and CPD**

**FICS** – Promoted to Fellow of the Institute of Chartered Shipbrokers in October 2012.

**FIMarEST**- Engineer Member Fellow.

**Bachelor of Engineering (Honours) completed obtaining 2:1** (2012 to 2017) Undertaken, Open University in 5 years, whilst working. (specialising in sustainable energy and hydrocarbon conversion process), large focus on renewables.

**IEng qualification with Institute of Mechanical Engineers.**

**FIMECHE**- Fellow of the Institute of Mechanical Engineers. Successful completion ending in a Peer interview process, consisting two interviews with two Chartered Engineers, A director of KinetiQ and Chief Engineer at AWE (Atomic weapons establishment in Berkshire).

A past speaker at Lloyds Maritime academy on economic efficiency.

### **Guildhall University, London**

*Fellow status at The Institute of Chartered Shipbrokers*

- Law of Carriage of Goods
- Tanker Chartering
- Marine Economics
- Ship Management
- Law of carriage
- Advanced Shipping Law

**Shell Oil Company, Marine Dual cadetship sponsorship**

*South Tyneside Nautical College of Higher Education*

- Department of Transport /Marine Engineer- Steam Turbine and Motor Certificate of Competency, Marine Officer
- Department of Transport /Deck-Cargo officer Certificate of Competency
- HNC Maritime technology.
- Liquid and Gas (vapour /liquid phase) cargo systems and integrated safety systems (inert gas and other)
- Cargo handling / Naval Architecture / Dangerous Cargo / Navigation / Meteorology.

**Other Interests /Hobbies and Experience**

- Speaker at LMA (Lloyds Maritime Academy) on Efficiency, claims, best practice.
- Assisted setting up a special interest group for Low Carbon technology, CILT.
- October 2003 to April 06. Buying, renovating and selling Property (housing).
- Building solar panels and experimenting with domestic heating to optimise efficiencies.
- I enjoy further reading, upkeep in latest technology. Subscribe to New Scientist/ The Economist, Maritime propulsion.