

# VICTOR RODNENOK

Senior Chartering Manager • Dry Bulk • Black Sea / Danube Specialist

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## PROFESSIONAL SUMMARY

Senior chartering professional with 25+ years in dry-bulk shipping, the last decade leading dry-bulk freight programmes across the Black Sea, Danube and Mediterranean. Deep experience across the full vessel size range — from coasters and river-sea tonnage up to Panamax and Capesize — with strong post-fixture, laytime and demurrage expertise. Combines a traditional chartering desk with hands-on process automation, having built in-house tools (n8n workflows, AI-assisted cargo-circular extraction, and a freight-economics calculator) that compress manual triage and voyage-costing work. EU work authorisation in Cyprus; no employer sponsorship required.

## CORE COMPETENCIES

- ▶ Dry-bulk chartering (Handysize → Capesize)
- ▶ Capesize / Panamax backhaul optimisation
- ▶ Voyage / TCT / TC period fixtures
- ▶ Laytime, demurrage & claims resolution
- ▶ CIF / CFR freight cost modelling
- ▶ River & sea-river logistics
- ▶ Veson IMOS
- ▶ Steel & metallurgical cargo flows
- ▶ Charter party negotiation
- ▶ Post-fixture operations
- ▶ Port disbursements & bunker management
- ▶ Black Sea / Danube / Mediterranean trades
- ▶ Wartime operations management
- ▶ Workflow automation (n8n) & data tooling

## PROFESSIONAL EXPERIENCE

### Fortify Freight Cyprus — Larnaca, Cyprus

Sep 2023 – Jan 2026

Senior Chartering Manager

- Led the seaborne dry-bulk programme through the most disruptive period in Black Sea shipping since WWII, managing pre- and post-fixture processes across the Mediterranean and Black Sea.
- **Fixed 237 dry-bulk port calls in 2025** — 122 unique vessels under 24 flags, totalling ~2.25 million tonnes of cargo moved through Odesa (149 calls), Pivdenny (50) and Izmail (38).
- **Chartered ~2.14 million tonnes of seaborne steel exports in 2025** — approximately 44% of all steel shipped from Ukrainian ports that year (cross-checked against State Hydrographic Service open data).
- Arranged Capesize and Panamax backhaul liftings — six fixtures totalling ~139,000 mt of imported steel coils and breakbulk, including two voyages on the 175,464 DWT EMIL into Pivdenny — converting return legs of ore-export tonnage into paid voyages.
- Led the rapid operational pivot at the onset of the 2022 conflict, transitioning deep-sea routes to river, sea-river and barge transport within weeks to maintain supply-chain continuity.
- Oversaw freight cost modelling and delivery-expense calculations for CIF and CFR contracts; acted as central point of contact for all operational escalations across the maritime supply chain.
- Built stable owner relationships, evidenced by 18 vessels returning for 3+ fixtures during 2025.
- Coordinated daily with sales, inland logistics, port agents and brokers across three ports under active wartime conditions (Black Sea security risks, port disruptions, war-risk insurance constraints).
- **Built a private cargo-circular triage and extraction system** using n8n, Gmail and Google Sheets with an AI extraction layer — parsing daily broker circulars into structured data (cargo, laycan, stem, load/discharge ranges) to surface relevant business faster than manual reading.
- **Developed an in-house freight-economics web tool** converting TC daily rates into USD/ton freight equivalents with full voyage cost breakdowns, backed by a vessel/port/distance database — replacing repetitive spreadsheet voyage estimates.

### Metinvest-Shipping, LLC — Kyiv, Ukraine

Sep 2015 – Oct 2022

Chartering Manager

- Fixed and operationally managed up to 30 vessels per month for in-house cargoes, covering Voyage, TCT and TC period fixtures.
- Coordinated operational handovers between chartering, sales and logistics teams.
- Calculated delivery expenses and freight costs for CIF/CFR contracts; maintained detailed voyage analytics.
- Initiated the transition of fleet operations to river / sea-river and barge routes following the 2022 conflict outbreak.

**AsstrA AG — Kyiv, Ukraine**

**Jul 2011 – Apr 2015**

*Chartering — Combined Cargo Department*

- Calculated and optimised door-to-door delivery solutions for project and heavy-lift cargo.
- Booked heavy-lift vessels and organised transloading operations at ports.
- Managed dry and wet chartering for both voyage and period fixtures.

**JSSC Ukrrichflot — Kyiv, Ukraine**

**Apr 2010 – Apr 2011**

*Operations Manager*

- Independently managed post-fixture operations for a fleet of seven general cargo vessels ('Sormovsky' and 'Omskiy' type, ~3,000 mt DWT each).
- Prepared and issued voyage orders, monitored execution, and handled all charterer/agent correspondence.
- Controlled port disbursements, supervised invoices and accounts, monitored bunker consumption, and resolved claims end-to-end.

**South River Shipping Ltd. — Kherson, Ukraine**

**Mar 1998 – Sep 2009**

*Senior Chartering Manager / Fleet Operator*

- Independently ran the dry-cargo chartering and operations division, handling both commercial and operational responsibilities.
- Fixed vessels regularly for general and bulk cargoes up to Handysize; managed full pre- and post-fixture operations.
- Issued voyage instructions, monitored execution, conducted voyage and laytime calculations, and managed technical supply, provisions and bunkers.
- Liaised with port agents, shippers and receivers; resolved claims; and participated in Sale & Purchase (S&P) transactions alongside day-to-day fleet operations.

## EDUCATION & PROFESSIONAL DEVELOPMENT

**Kherson State Technical University** — Master's Degree, Software Development

**Sep 1992 – May 1998**

- Currently enrolling in the Institute of Chartered Shipbrokers (ICS) qualification programme.

## LANGUAGES & STATUS

**Languages:** Russian (native), Ukrainian (native), English (professional), Greek (elementary — learning).

**Work status:** Full right to work in Cyprus — no employer sponsorship required.

**Availability:** Immediate. Open to full-time, contract and remote arrangements.