# Chartering Executive, MPP & Minibulk Services / チャーターリング・ エグゼクティブ, MPP & ミニバルク・ サービス

Are you commercially minded, relationship-driven and motivated by developing business in a global shipping company? Would you like to represent a recognised dry bulk shipowner and operator in the Japanese market? If so, you may be the right candidate to join Ultrabulk's Chartering, MPP & Minibulk Services team as a Chartering Executive based in Tokyo, Japan!

*Japanese follows English.

**What you will be doing**

This is a varied, client-facing commercial role in a dynamic environment where initiative and innovation are encouraged. You will help strengthen Ultrabulk's presence in Japan by building customer relationships, developing market insight and identifying new business opportunities.

Your tasks and responsibilities will include:

- Building and maintaining relationships with industrial customers, brokers and key stakeholders, such as EPC contractors, steel mills, traders, freight forwarders and shipping lines, in Japan through regular customer and broker visits.
- Identifying and developing new business opportunities across markets, trades and cargoes by monitoring customer activity, trade flows and market trends, with a focus on steel, pipes, heavy equipment and project cargo, as well as relevant dry bulk and breakbulk trades.
- Gathering market intelligence and translating customer dialogue into qualified leads and opportunities for the relevant commercial teams.
- Coordinating closely with Chartering colleagues on the evaluation, pricing and execution of commercial opportunities.
- Working closely with colleagues globally to create commercial synergies, support vessel positioning and strengthen Ultrabulk's market presence.
- Representing Ultrabulk in the Japanese market and increasing awareness of our commercial offering among relevant customers and industry contacts.

In the MPP & Minibulk Services team, we operate 15-20 multipurpose (MPP) and smaller handysize vessels on a global scale, with a primary focus on the African continent. Our dedicated team of 9 colleagues is spread across Copenhagen, Singapore, and Shanghai. We value close collaboration and work closely with Ultrabulk's other parcel divisions to ensure seamless operations.

**To succeed in the job**

You bring significant relevant experience from forwarding, chartering, commercial shipping, or a related customer-facing role in the dry bulk/MPP segment. Experience from the Japanese steel, project cargo or bulk markets will be highly valued, as will an established industry network.

You are commercially curious and enjoy being out in the market, meeting customers, and turning conversations into business opportunities. You are confident working independently, while recognising the value of close coordination with colleagues and commercial decision-makers across the organisation.

Furthermore, we expect that you:

- Have experience developing and maintaining professional customer relationships.
- Are proactive in identifying opportunities and sharing relevant market intelligence, with a structured and proactive approach to follow-up.

•Have strong communication, relationship-building and stakeholder-management skills.
•Have strong IT skills and are comfortable learning and using new systems and technologies.
•Thrive in a multicultural and international working environment.
•Are fluent in both Japanese and English, written and spoken, with English being our corporate language.
•Hold a residence and work permit allowing you to work in Japan.

Candidates with various backgrounds and seniority will be taken into consideration. At Ultrabulk, we believe the right candidate also contributes positively to our culture, one built on strong teamwork and a welcoming, social atmosphere. If you're excited about this role but your experience does not match every single bullet, we would still like to hear from you.

**Who we are**

Ultrabulk is big enough to matter and small enough for one person to make a visible difference. With more than 30 nationalities across 10 locations, you will step into a genuinely international, informal and social environment: the kind where people enjoy working together, not just working next to each other.

In Ultrabulk, we are convinced that an optimal working environment requires an exceptional social atmosphere across all departments. We believe that work should be fun and rewarding on a personal level. Our mission to be ‘a partner you can trust’ shines through in our way of being colleagues by caring for one another and, in unison, do our utmost to reach our goals for the business. We believe that flexibility is fundamental in ensuring a balanced life.

**Are you our new team member?**

We are looking for someone to join the team as soon as possible. If you have questions about the position, please contact Head of Japan, Hiroaki Okazaki, Head of Japan at hiroaki.okazaki@ultrabulk.com / +81 7013545445.

Please submit your CV and application in English via the “apply” button as soon as possible. We review applications continuously and interview on an ongoing basis, and we will close the position once we have found the right match. Only applications uploaded digitally will be considered; we do not accept applications sent via e-mail. Your application will be treated with confidentiality, and our reply will be sent to the email address you registered in our system.

We are committed to providing an inclusive and supportive recruitment experience for all candidates. If you have any specific needs, please let us know how we can assist.

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Ultrabulk
**Ultrabulk**
Ultrabulk1030

**1011**

hiroaki.okazaki@ultrabulk.com
+81 70 1354 5445
Apply

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