

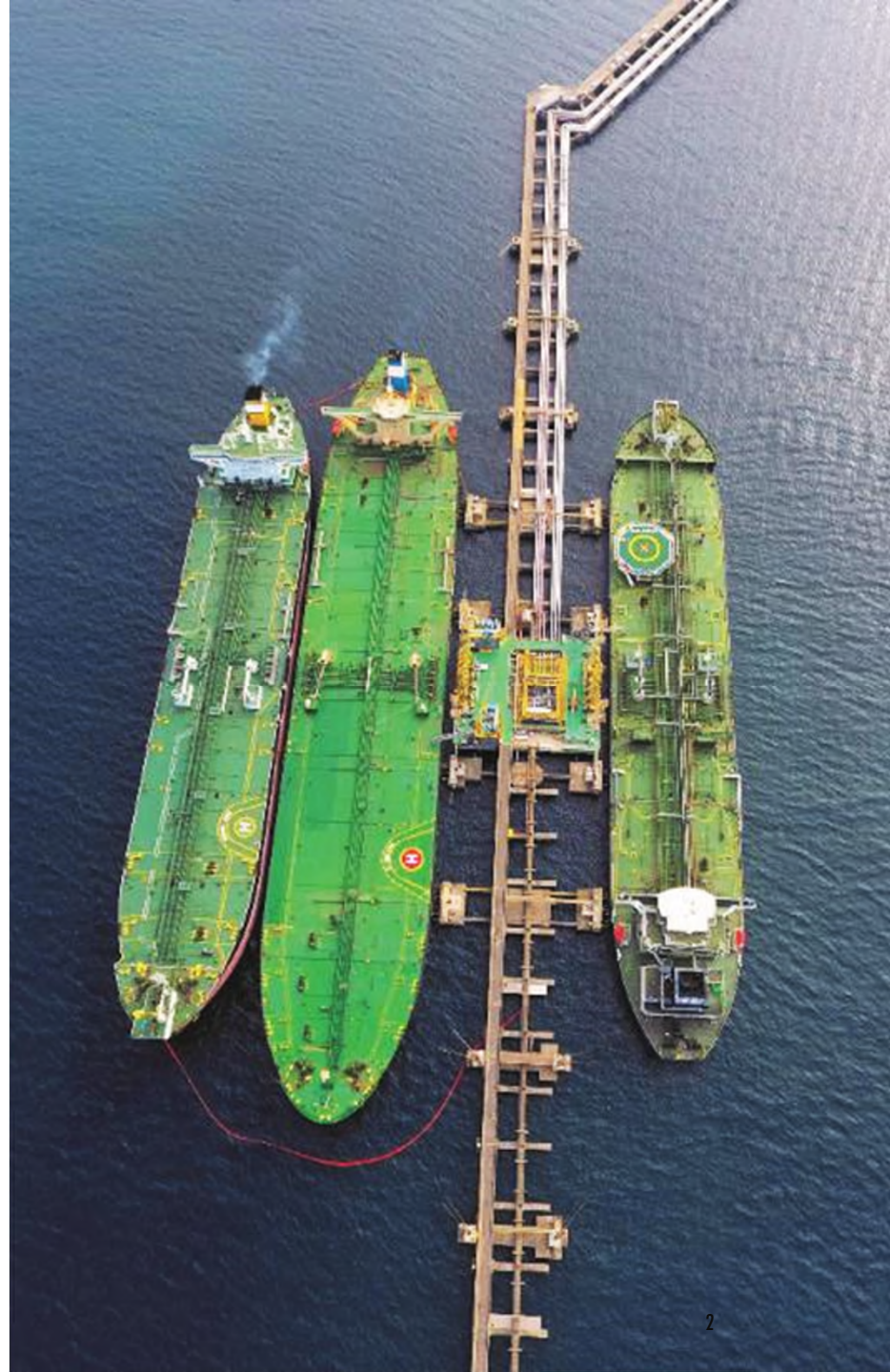


**ROLE & RESPONSIBILITIES OF A SHIP  
MANAGEMENT COMPANY**  
ATHENS, APRIL 13, 2022

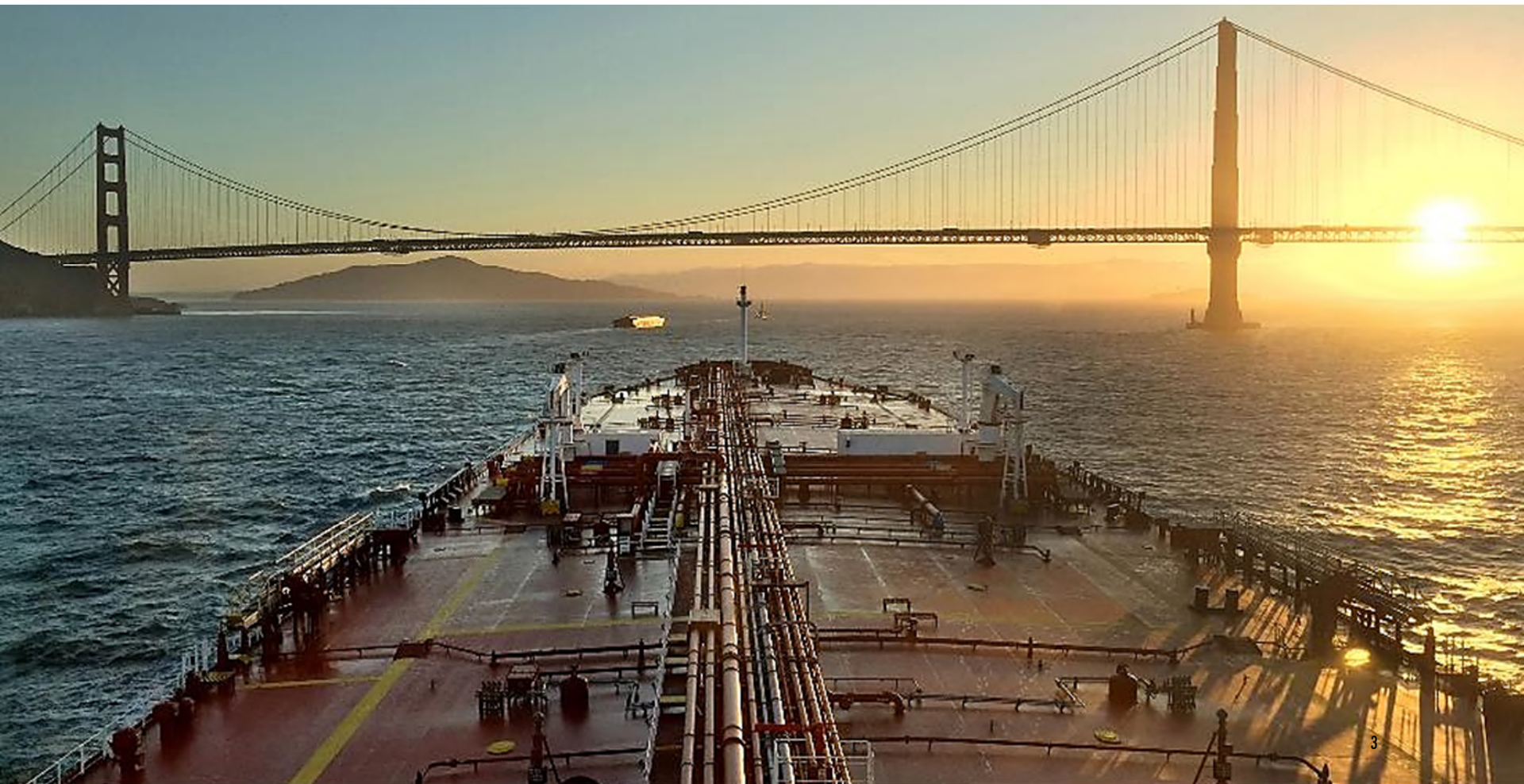


# CONTENT

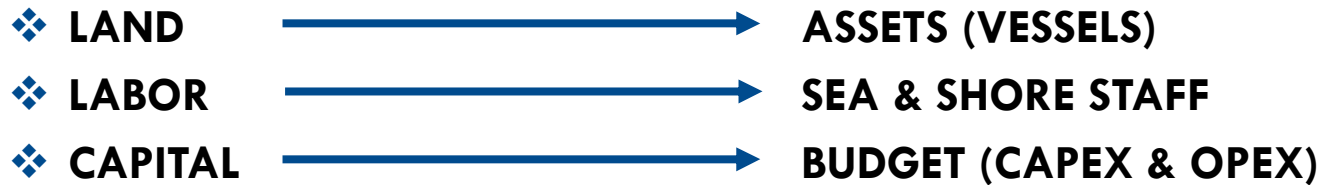
1. Ship Management Role
2. Ship Management Responsibilities & Objectives
3. Ship Management Challenges
4. Ship Management Response
5. Human Resources



# SHIP MANAGEMENT ROLE



# SHIP MANAGEMENT ROLE



## ❖ **VESSEL**

- Preserve assets value

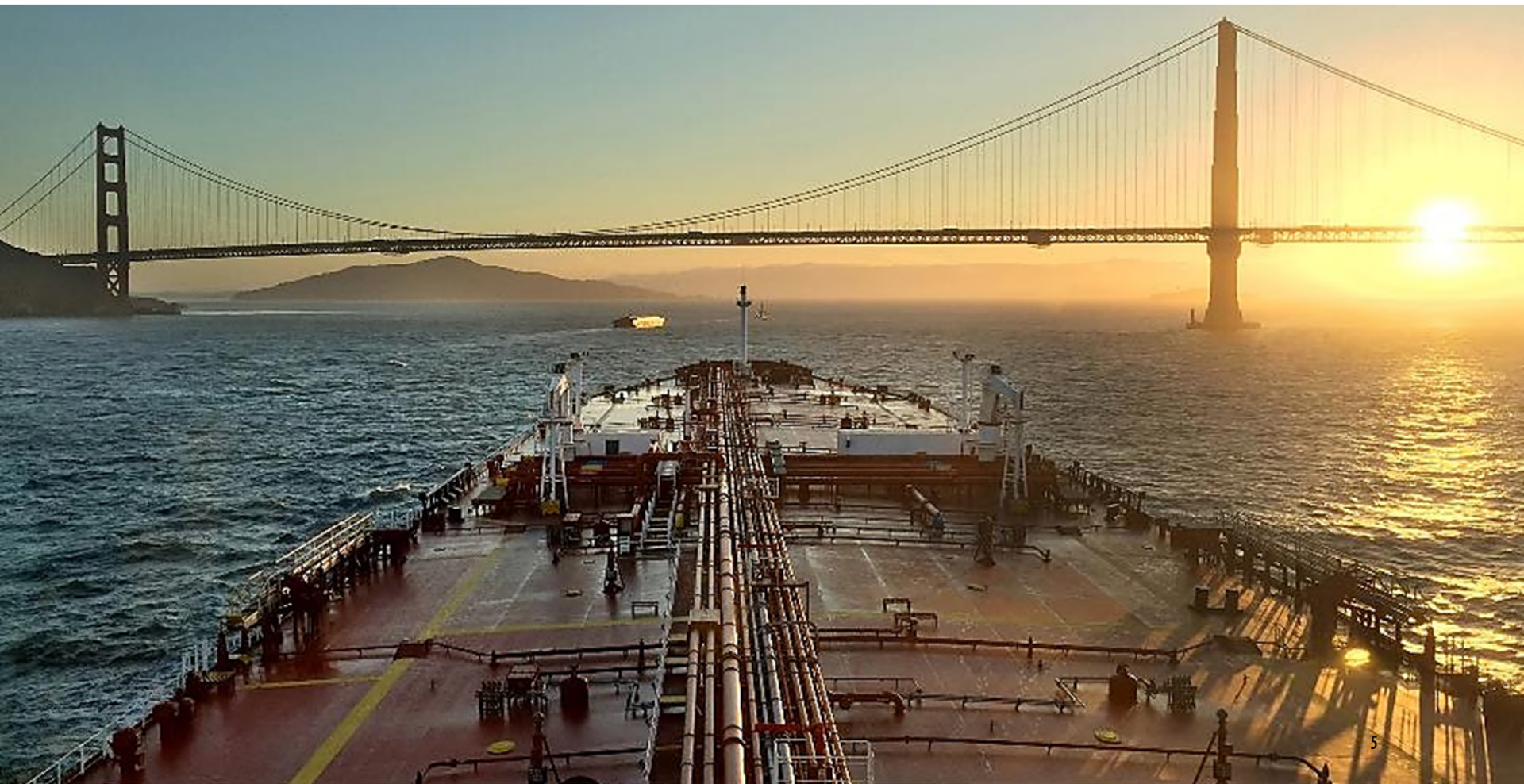
## ❖ **SEA & SHORE STAF**

- Operate and maintain the vessel

## ❖ **CAPITAL**

- Build efficient and operational vessel
- Run the vessel

# SHIP MANAGEMENT RESPONSIBILITIES



# SHIP MANAGEMENT RESPONSIBILITIES

- ❖ **Compliance with Flag, International, and Port regulations**
  - Certification & Documentation
- ❖ **Crew Management**
  - Recruitment, Rotation, and Retention of competent, trained, and skilled crew
  - Development of Crew
- ❖ **Port & Voyage related operations (Marine)**
  - Port call activities
  - Navigation
  - Bunkers & Consumption
- ❖ **Safety & Pollution Prevention Management including Maritime Security**
  - Health, Safety, Security, Environmental & Quality MS
- ❖ **Technical Management**
  - Operation and Maintenance of machinery and equipment, cosmetic appearance
  - New building and Dry dockings (including upgrades and retrofits)
- ❖ **Procurement Management**
  - Agreements, Supplies, Logistics, Catering services
- ❖ **Commercial & Cargo related operations**
  - Chartering & Post fixture
  - Loading, transport, and discharging operations
- ❖ **Finance & Accounting, Legal & Insurance**

# SHIP MANAGEMENT OBJECTIVES

## Maximize

Ships reliability - no unscheduled down time (off-hires)

Ships availability – minimize scheduled down time (dry-dockings)

## Optimize

1) Asset Management: Maintenance of equipment and material protection – upgrades and retrofits

2) Operational Expenses: OPEX control and benchmarking

## Eliminate

Incidents (Injuries)

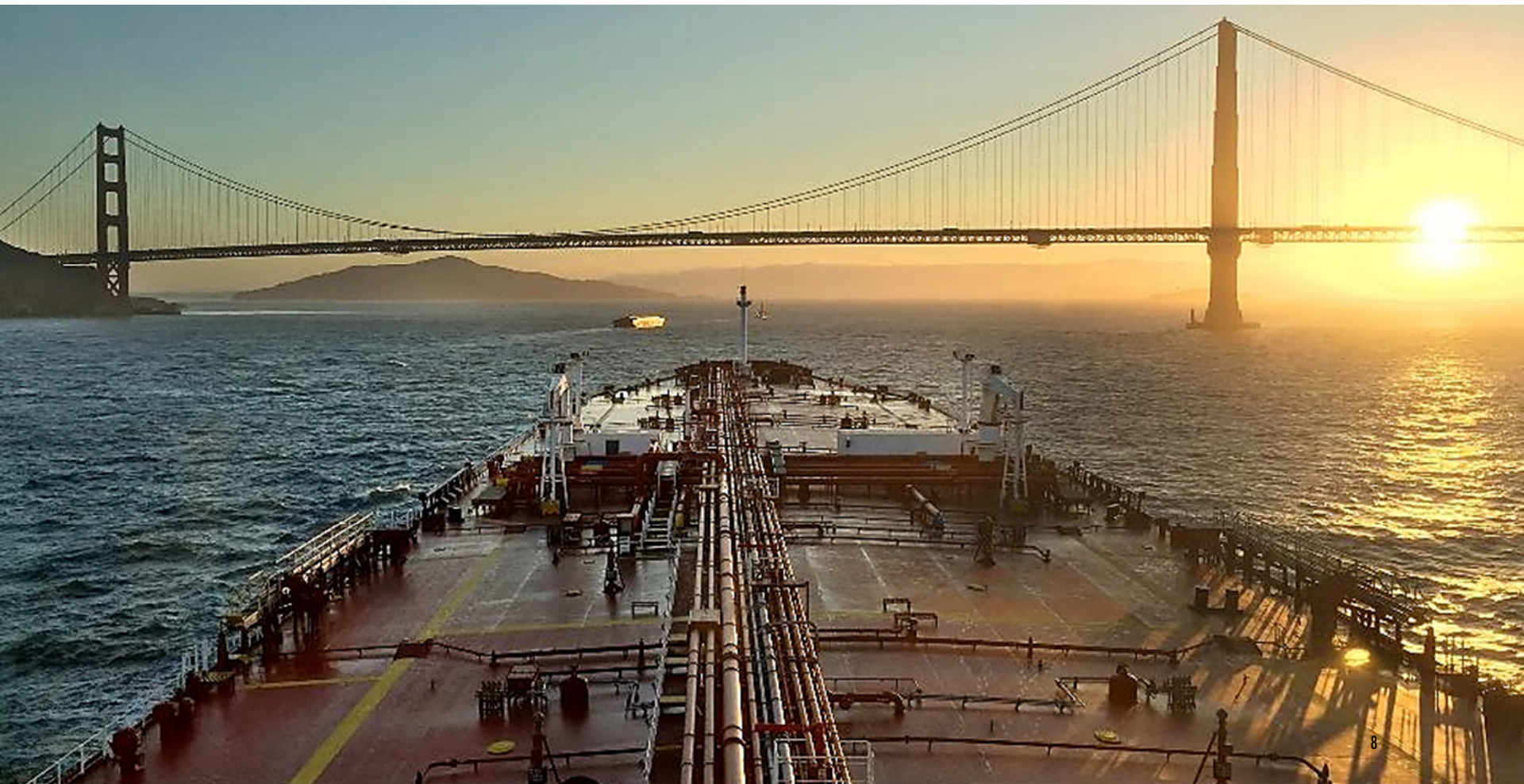
Oil spills

Accidents (Property damage)

PSC detentions

Vetting Rejections

# SHIP MANAGEMENT CHALLENGES





# SHIP MANAGEMENT CHALLENGES

1. World – Wide Trading
2. Meeting the demands of Customers
3. Environmental Local and Global Regulations
4. Increased Competition
5. Technology – Evolution/Changes
6. Human Resources

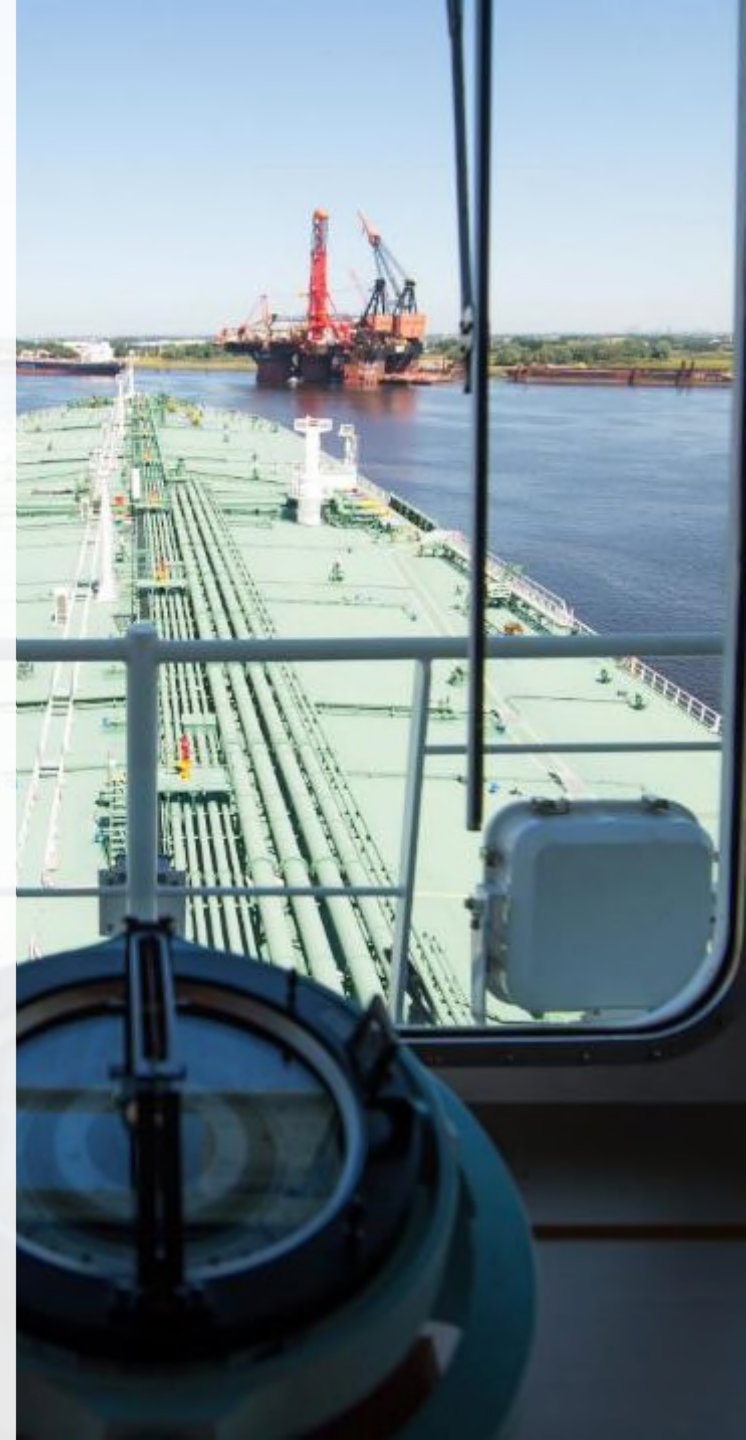
# SHIP MANAGEMENT RESPONSE TO CHALLENGES

- High quality design (when build for the company)
- Maintenance standards and upgrades
- Close follow up of vessel's operation
- Crew: Competent, efficient, motivated, with strong relations to the company
- Shore organization: Skilled, experienced and supportive to vessels needs
- Ship and Shore Staff collaboration
- Focus on crew wellbeing and career development

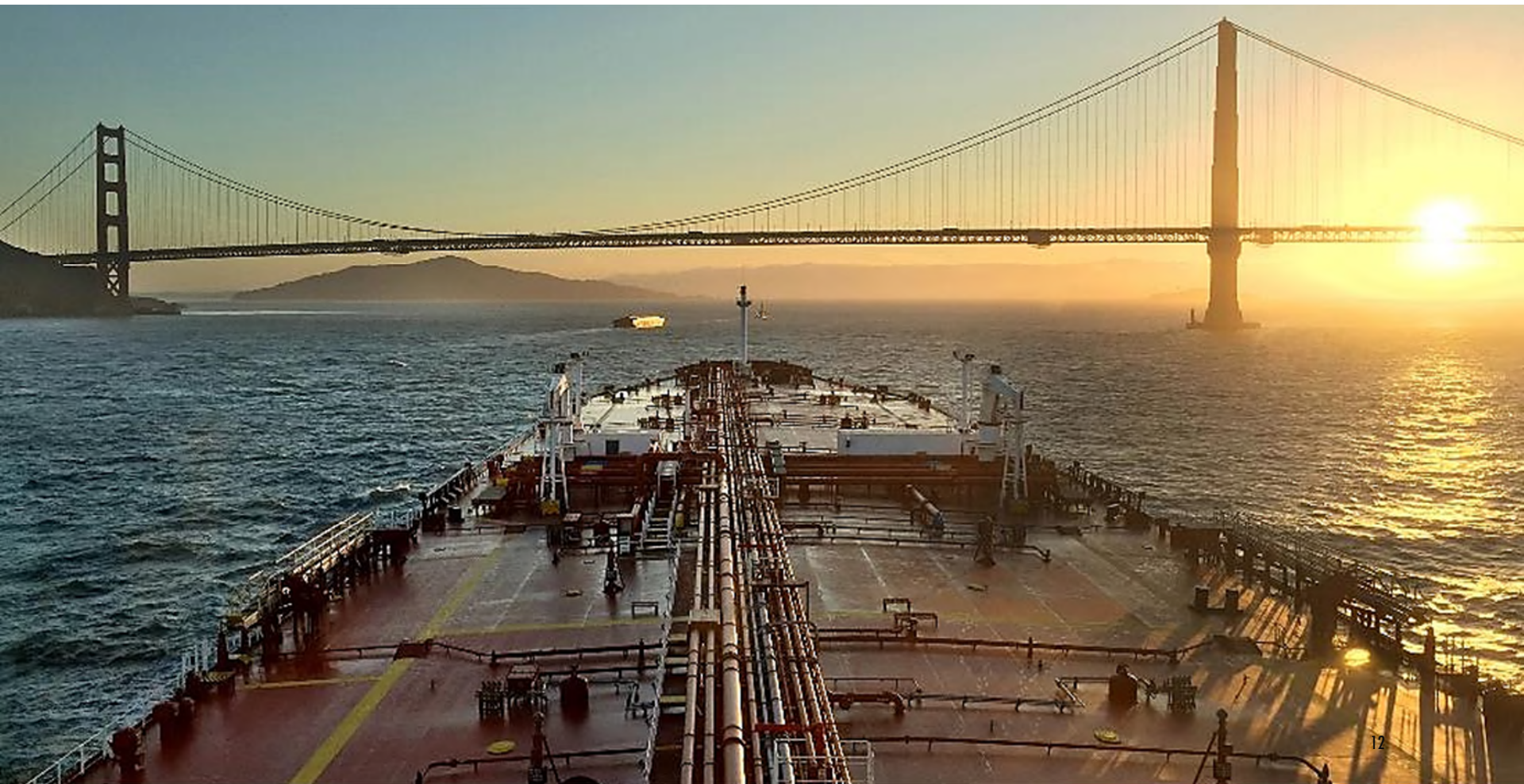


# CONTINUOUS IMPROVEMENT

- Management Reviews / Master's Reviews
- Internal / External Audits
- Attention to Weak Signals, Near Miss Reporting and Investigation
- Accident and Incident Reporting and Investigation & Root Cause Analysis
- Vessel Safety Committee Meetings / Office Safety Committee Meetings
- Drills - Training – Seminars
- Risk Assessment
- Management of Change



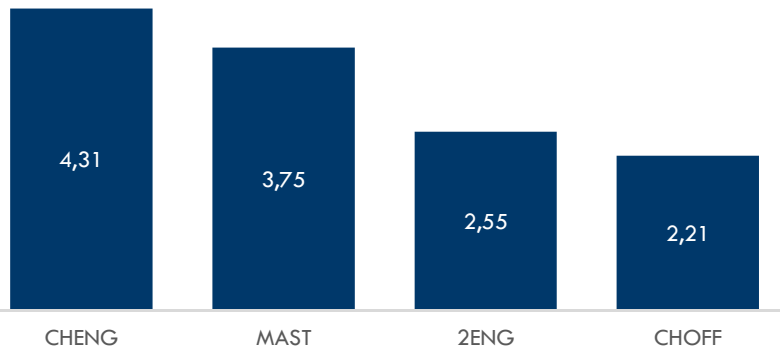
# HUMAN RESOURCES



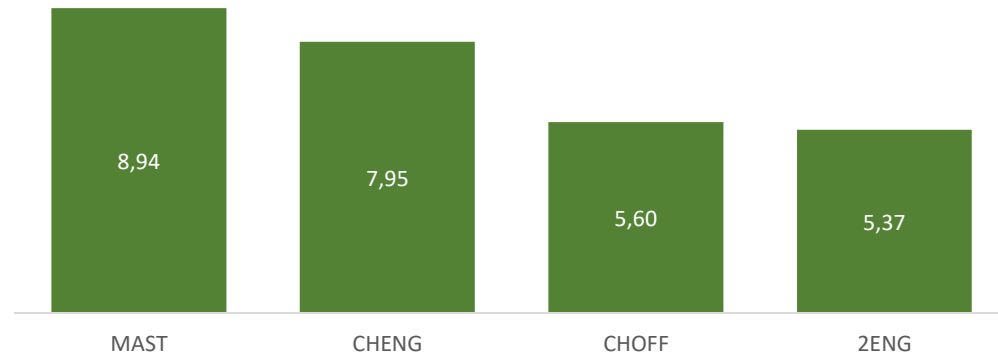
# SEA STAFF

Retention rates  
Value behind the numbers

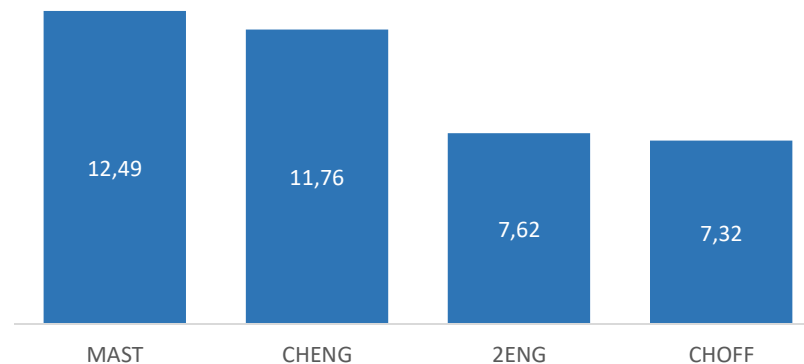
Average Exp. in Rank (Sea Service in Years)



Average Exp. in Tankers (Sea Service in Years)



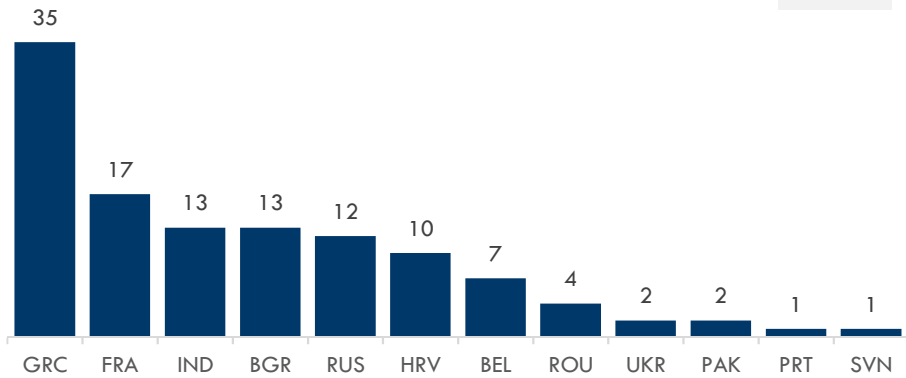
Average Exp. with Company (Sea Service in Years)



# SEA STAFF

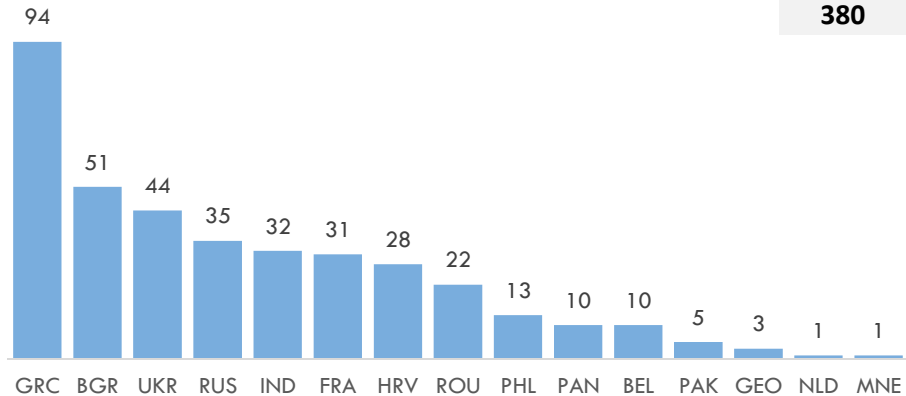
Captains

**TOTAL  
117**



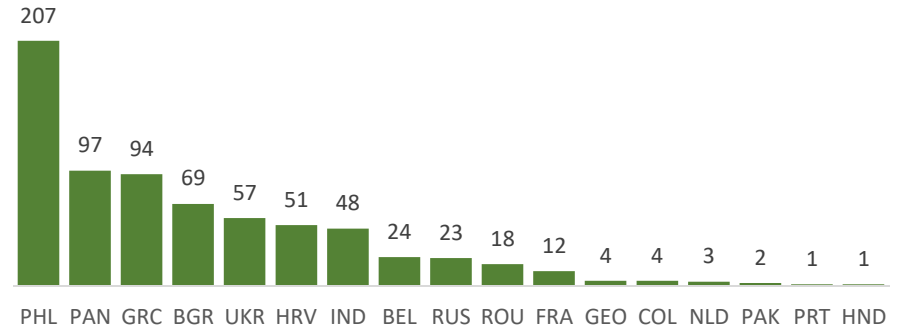
Other Senior Officers

**TOTAL  
380**



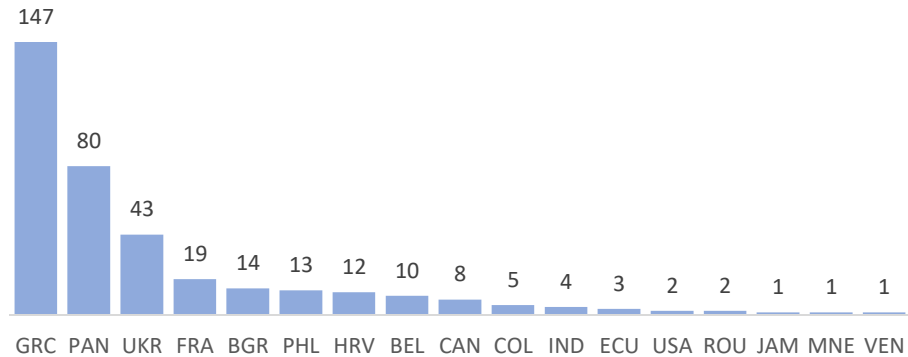
Junior Officers

**TOTAL  
715**



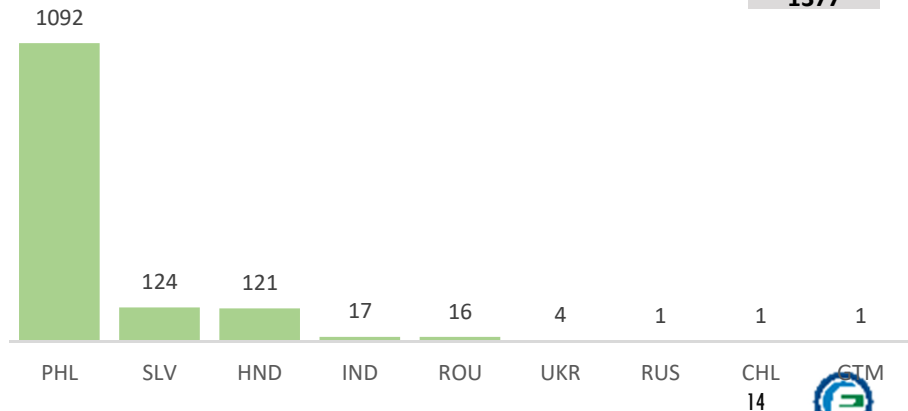
Cadets

**TOTAL  
365**



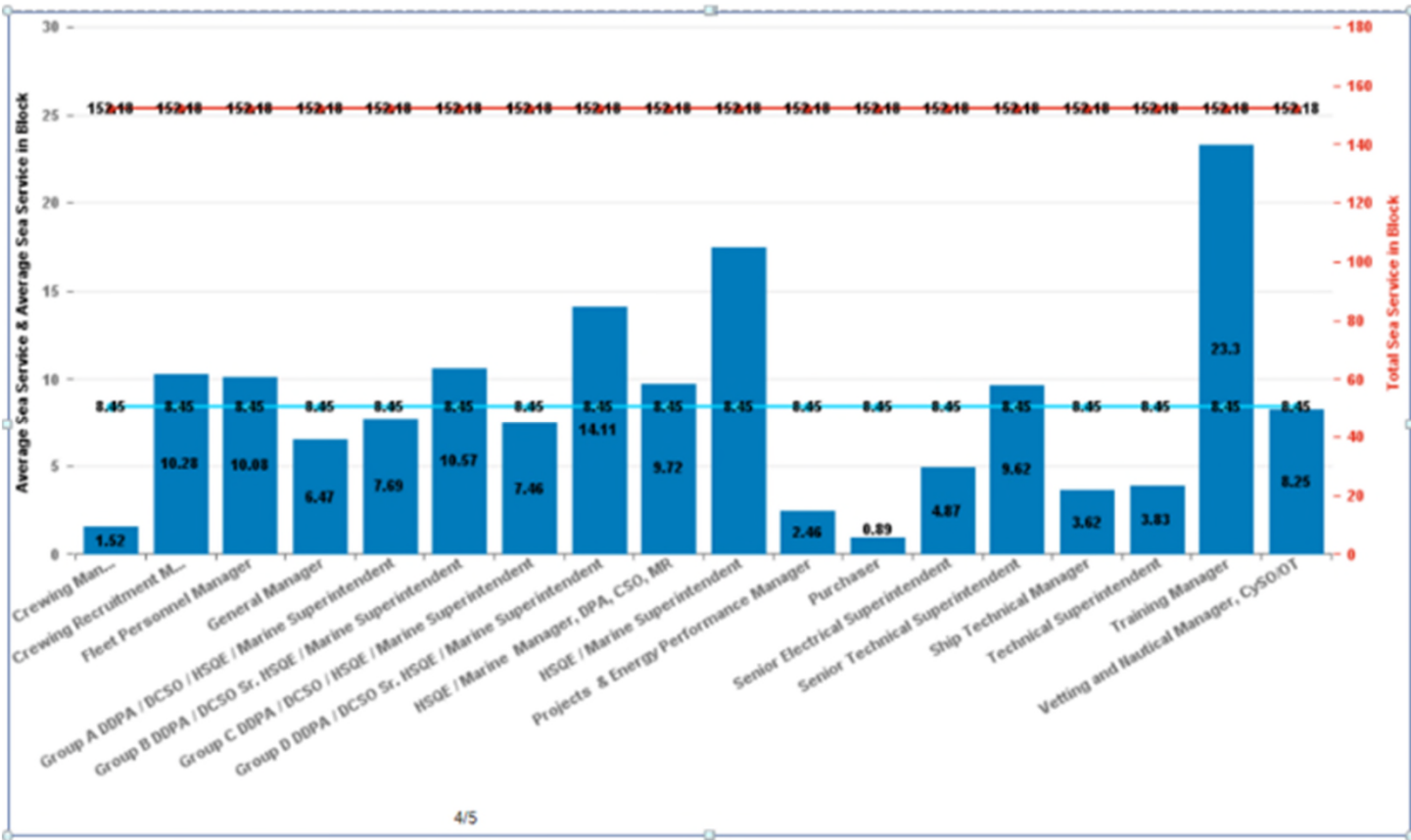
Ratings

**TOTAL  
1377**

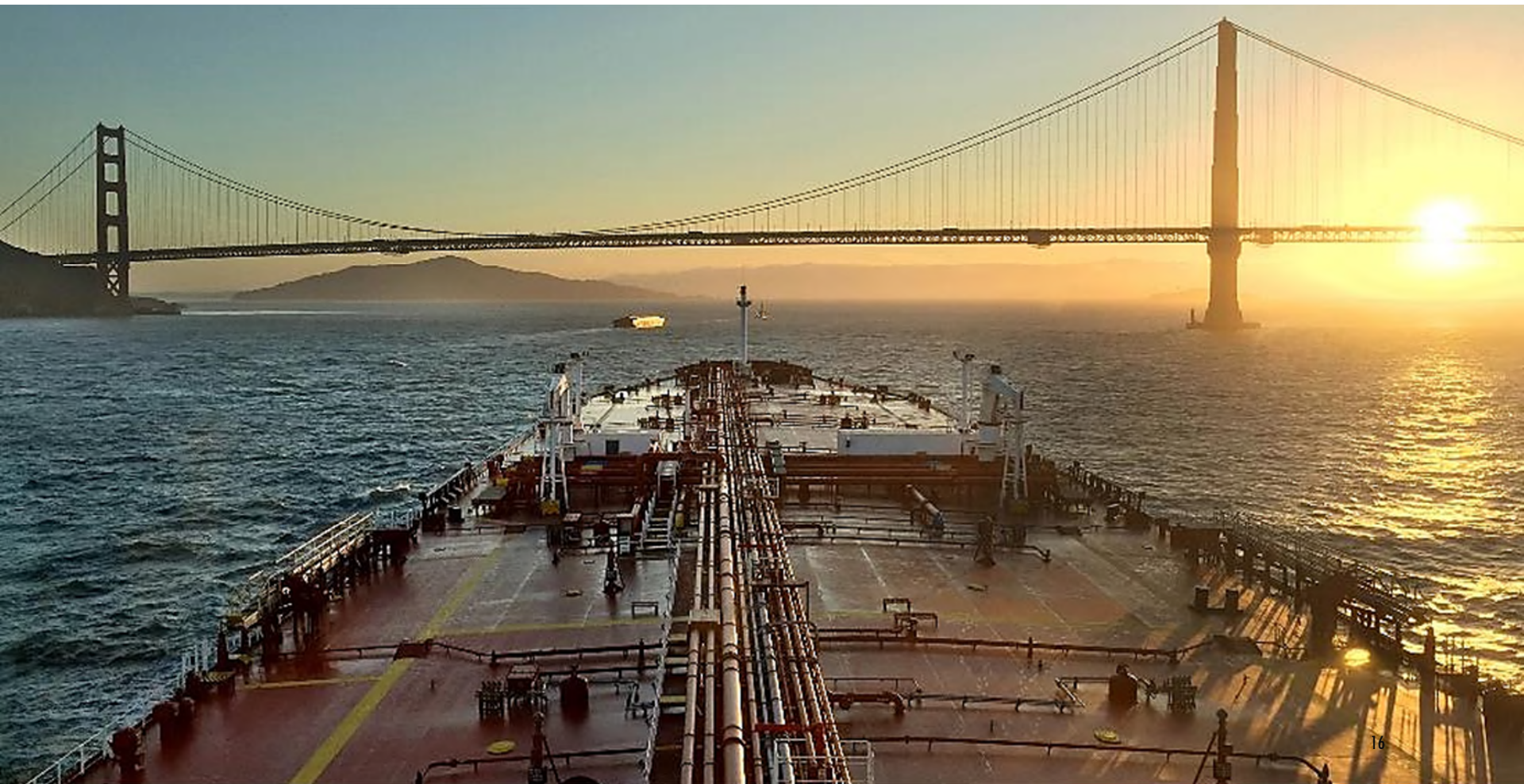


# SHORE STAFF

## Shore Staff Sea Service



# WHAT MAKES THE DIFFERENCE





# VALUES

- INTEGRITY
- EXCELENCE
- COOPERATION
- INSPIRING
- ADAPTABILITY
- SUSTAINABILITY

Proper Ship Management is the key to  
Success



Thank You