

# Juan Carlos Cortez Márquez

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Address: 1975 Sansbury's way Suite 101.  
West Palm Beach, Florida 33411. USA

Phone: +1 561 801 0045/ +58 414 3080471  
E-mail: [jcc@advantagemaritime.com](mailto:jcc@advantagemaritime.com)

## Objective

Over 24 years of strong track record of generating extraordinary performance in a competitive scenario; Actually at a Senior Management level in the Shipping industry.

Forward thinking, proactive professional, offering progressive international, well-honed experience in negotiating contract formulas and contract details of various domestic and foreign companies/ charterers' and ship owners with different sized tonnage.

Excellent understanding of business dynamics and updated market knowledge.



## Education

Master of Science on Shipping Management. December 1995  
World Maritime University. Malmoe Sweden.

Specialization on Maritime Transport Honors. August 1994

Venezuelan Merchant Marine Academy, Caracas, Venezuela

Sea Master License, Honors. August 1994

Venezuelan Merchant Marine Academy, Caracas, Venezuela

Chief Mate License, Honors. July 1988

Venezuelan Merchant Marine Academy, Caracas, Venezuela

Bachelor of Science, Nautical Sciences, Honors. July 1984

Venezuelan Merchant Marine Academy, Caracas, Venezuela

## Work experience

Advantage Maritime Inc. West Palm Beach, Florida, USA.

Founder, CEO, Chartering Manager (As from October 2008)

- Organize the transport of mainly bulks by sea,
- Maintain international contacts with customers, suppliers, ship's personnel and all the other service providers in the maritime transport and port industries,
- Take care of all tasks associated with equipping, operating and deploying ocean-going vessels,
- Procure cargoes for ocean-going vessels and ocean-going vessels for cargoes,
- Arrange and conclude COAs, voyage and time charter contracts of any kind of vessels,
- Plan the transport of project shipments,
- Analyze transport and cargo markets,
- Develop market-oriented offers,
- Plan and take care of the transport of goods by sea,
- Calculate costs and determine results,
- Organize clearance and dispatch of ocean-going vessels,
- Handle ship and cargo-related documents,
- Handle damage and insurance cases,
- Execute business transactions in English,
- Provided information to associated companies

Seacor Marine. USA. Caracas, Venezuela

Local Representative.

(As from March 2007)

- Negotiate and conclude charters for offshore vessels, and, as and when appropriate, to charter vessels in for specific services, projects or charters
- Support development, implementation and maintenance of the commercial strategy and business plan, including marketing and financial plans, to improve and extend present offshore business
- Explore market opportunities for offshore services in Venezuela and ensure timely involvement of Seacor Marine in relevant offshore projects
- Provide adequate control and reporting systems and develop measuring points and control instruments
- Set up and maintain a dedicated network in the local offshore and engineering industry and maintains and improves solid business relationships with customers (actual- and potential)
- Foster a positive working climate between the different departments and offices within the company which have a day-to-day involvement with the operation of the offshore fleet

Partner Shipbrokers and Charterers Agents. Caracas, Venezuela. BIMCO Member since 2003.

Founder, CEO, Chartering Manager

(As from August 1997)

- Same as above
- Operation of the Oil Terminal "Tacoa" that supplies Fuel Oil for the electricity of Caracas. Since 2002 until Jan 31<sup>st</sup> 2009.

Naviera "Orinoco Apure". Shipowner.

Puerto Ordaz, Venezuela

Co-founder. CEO, Chartering Manager.

(1999 - 2003 )

- Took care of all tasks associated with equipping, operating and deploying one river push vessel the company had in long term basis contract with the local branch of American Commercial Barge Line in the Orinoco River. ACBL of Venezuela.

Trafigura AG & Interpetrol.

Caracas, Venezuela

Operations Manager.

(June 1996 – July 1997)

- Performed as oil and aluminum trader.
- The responsibility of the safe commercial operation of the Tankers appointed to lift cargoes at Venezuela ports.
- Properly and timely convey voyage instructions, including pertinent details from the governing charter party and other information applicable for the particular voyage and/or employment to the vessels, port agents and other relevant parties.

Sonar Charter

Caracas, Venezuela

Tanker Broker.

(April/May 1996)

- Procured cargoes for tanker vessels and tankers for the cargoes belonging to "Petroleos de Venezuela" PDVSA.

Cargoport Transportation

Caracas, Venezuela

Operations Manager.

(Sept/Nov 1994)

- Properly and timely convey voyage instructions, including pertinent details from the governing charter party and other information applicable for the particular voyage and/or employment to the vessels, port agents and other relevant parties.
- Responsible for the efficient day-to-day operation of the relevant vessel(s), including but not limited to:
  - Consultation with the Safety Department (for marine and safety/security matters) to obtain written Safe Memo when required
  - Timely and correct tendering of Notices
  - Control of vessels' speed and bunker consumption
  - Control of vessels' intake of cargo and requirements for bunkers, fresh water etc.
  - Control of vessels' bunker stocks in accordance with issued guidelines.
  - Ordering of bunkers through the selected suppliers.
  - Control of vessels' port stay, including pumping performance to ensure an optimal dispatch.
  - Ensure that: Bill(s) of Lading is/are always issued in accordance with the relating Charter Party and that they contain all clauses as prescribed in current instructions to the Master.
  - Original Bill(s) of Lading is/are presented before commencement of discharge or alternatively obtains an acceptable indemnification.
  - Accomplished Bill(s) of Lading is/are received without undue delay after completion of discharge.
- Responsible for:
  - Appointment of agents as necessary.
  - Issuing and collection of freight, T/C hire and dead freight.
  - Issuing of claims for heating, shifting, deviation and miscellaneous
  - Various economic and administrative functions including:
    - Monthly discrepancy actual from budget.
  - Develop and maintain close business relations with customers, terminals, port agents and other relevant parties

"ON BOARD" Period.

Dry cargo vessels

(Jan 1989 – Sept 1994)

- 2<sup>nd</sup> Mate and Chief Mate on board multipurpose vessels of the Venezuelan Lines Company. CAVN.

Tanker vessels

(Sept 1984 – Sept 1988)

- 3<sup>rd</sup>, 2<sup>nd</sup> and Chief Mate on board the Tankers of Lagoven S.A. PDVSA.

Training and  
Development

- **ISPS training course for Company Security Officer.** Panama. July 2003.
- **World Maritime University Sweden** Participated in the Essential Maritime Transport 95.
- **United Nations.** Participated in the UNCTAD workshop on Multimodal Transport for Senior Transport Policy Makers. Sweden 1995.
- **On the Job Training at Norway. May 1995:** Done at:
  - On board the passenger ship "Queen of Scandinavia" of "Scandinavian Seaways".
  - Den Norske Bank Shipping.

- Barber International a/s. & Leif Höegh Shipping Company.
- Intertanko.
- R S Platou a/s. Shipbrokers.
- Det Norske Veritas (Dn V).
- Vesta Insurance Co.
- Wilh. Wilhelmsen Agencies a/s.

**On the Job training. London U.K. May 1995;** Done at:

- International Maritime Organization.
- Lloyds of London Press (LLP).
- International Shipping Federation.
- London Salvage Association (SA).
- Thomas Miller United Kingdom Protection and Indemnity Club.
- H Clarkson & Co. Ltd. Shipbrokers.
- International Chamber of Shipping (CS).
- Heath Martens Horner.

**On the Job Training at Gothenburg. Sweden. August/Sept 95;** Done at:

- Port of Gothenburg
- ACL Sweden.
- MS Atlantic Companion.
- Container Care.
- Bilspedition AB. Freight Forwards
- Mannheimer Swartling Law Firm AB.
- Freightman AB. Freight forwards.
- Port of Gothenburg
- Tor Line.

**On the job training at Greece. October 95;** Done at:

- Port of Pireaus.
- Anangel Shipping Co. SA
- Merchant Marine Ministry
- Tsakos Shipping and Trading SA.
- Hellenic Chamber of Shipping
- Ceres Hellenic Ship Enterprises
- Costamare Shipping SA

Teaching  
/consulting

- Sworn Arbitrator by the Venezuelan High Court of Justice. August 2000.
- Lecturer at the Venezuelan Merchant Marine University. UMC. 1994/2007. Subject: Ship Chartering.
- Mentor of several graduated courts in the Merchant Marine Academy since 1994
- Lecturer at **IESA** "Instituto Estudios Superiores de Administración", Venezuela, since 1997/2004. Subject: International Transport.
- Vice-rector Venezuelan Merchant Marine Academy. Dec. 1995/ April 96.
- Lecturer nominated by UNCTAD Caracas and invited by the Cuban Gov.; on Tanker operations. **CUPET**. March 99.
- Lecturer at the "I Seminario de Legislación Marítima Venezolana" June 1997
- Lecturer at various national seminars in Venezuela since 1996.
- Organizer and lecturer on the International Seminar on "STCW – 1995". Abril 1996.

Languages

Bilingual: Spanish and English (reading, writing, and speaking)

Software

- Windows XP
- Microsoft Office package (Word, Excel, PowerPoint, Access, and Outlook)