



Pierre Jouvellier

Offshore Chartering Executive

Africa | Oil & Gas | Offshore Chartering | Business Development

📍 Monaco / Maputo, Mozambique

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PROFESSIONAL PROFILE

Versatile Offshore Chartering professional combining Shipowner, Disponent Owner, Broker and Charterer responsibilities across African markets. Involved in back-to-back contract management for Offshore Support Vessels (AHTS, PSV, Crew Boats, MPSV, FSIV, Tugs & Barges), from tender receipt and vessel sourcing, contract negotiation, to contract award, mobilisation and contractual follow-up. Proven track record with major Oil & Gas operators and EPCI contractors across West, Central and Southern Africa (Mauritania, Congo, Gabon, Angola, Namibia, Mozambique, Tanzania). Strong interest in Artificial Intelligence.

PROFESSIONAL EXPERIENCE

Country Rep Southern Africa · All Energies Services (AES, formerly Petro Services) *Maputo, Mozambique / Monaco*
2025 – Present

- ▶ Lead all commercial and operational activities from Mozambique for offshore vessel chartering across Southern Africa.
- ▶ Manage Calls For Tender in Namibia, South Africa, Mozambique and Tanzania (ongoing Subsea, Barge, LCT and PSV tenders).
- ▶ Develop and manage client relationships with key Operators including TotalEnergies, CCS JV, Besix, ExxonMobil, TechnipFMC.
- ▶ Identify new opportunities and expand Charterer and Shipowner portfolio across the region.
- ▶ Coordinate vessel dispatch, contract follow-up, and back-to-back management with foreign shipowners.

Commercial Executive Africa · All Energies Services (AES, formerly Petro Services) *Monaco, Monaco*
2022 – 2025

- ▶ Manage EOI and Call for Tenders for all types of Offshore Support Vessels (PSV, AHTS, Crew Boats, MPSV, FSIV, Tugs, Cargo Barges) on a back-to-back basis (CPA with Client > Intercompany Bimco Supply Time > aligned CPA with Shipowner).
- ▶ Coordinate tender processes with a panel of 300+ offshore and subsea shipowners worldwide (all continents).
- ▶ Negotiate commercial terms (day rates, mobilisation/demobilisation, victualling, specific contractual clauses) on both Shipowners and Charterers' side simultaneously.
- ▶ Manage and expand clients and suppliers portfolio: Major and independent Oil companies, EPCI contractors, construction companies, Mining corporations, Shipowners, Brokers and other Vendors.
- ▶ Oversee complete documentation packages: technical, contractual, QHSE, administrative, MOU / consortium and commercial, for each vessel proposed.
- ▶ Manage active Charter Party Agreement from Mobilisation and On-Hire through to Off-Hire and Client Satisfaction Questionnaire (ISO 9001).
- ▶ Cover West, Central and Southwest Africa market (Multiple Contracts Awarded in Congo, Gabon, Mauritania and Namibia).

Business Developer & Account Manager · Opsealog *Marseille, France*
2020 – 2022

- ▶ Identify new clients and expand customers portfolio (Offshore Charterers).
- ▶ Manage Client Account (TotalEnergies EP Angola).
- ▶ Produce monthly reports: fleet movements, speed and fuel consumption, On/Off hire, reduced performance, cost allocation per Drilling / Production asset, POB, Meals & Beddings, operational KPIs, crew reports.
- ▶ Deliver bespoke analyses and reports upon client request.

Business Developer · OSVfinder *Marseille, France*
2017 – 2020

- ▶ Organise prospection campaigns, Exhibitions and Conferences (ADIPEC, Rio Oil and Gas, OSJ London, OTC).
- ▶ Develop new features and functionalities on the OSV digital brokerage platform (position list, request for availabilities etc.).
- ▶ Connect Charterers and Shipowners through digital brokerage platform.
- ▶ Manage Request for Quotations, technical and commercial proposals.

Internship – Chartering · Total Gas & Power Chartering Ltd *London, United Kingdom*

2015

- ▶ Evaluate port costs for bulk deliveries of coal and petroleum coke.
- ▶ Study charterparty agreements for voyage and time charters.
- ▶ Analyse freight costs for LNG carriers on both voyage and time charter basis.

KEY COMPETENCIES

<ul style="list-style-type: none">▶ Back-to-back chartering & vessel sourcing▶ Charter party negotiation (CPA/BIMCO SupplyTime)▶ Offshore tender management (ITT/RFQ)▶ OSV types: AHTS, PSV, Crew Boat, Subsea, Tug, FSIV, Barge▶ Client portfolio management▶ Business development & market intelligence▶ African Oil & Gas markets (West, Central, South)	<ul style="list-style-type: none">▶ Contract follow-up & operational coordination▶ Technical & HSE documentation▶ Data analysis & reporting▶ Microsoft 365 (Excel, Powerpoint)▶ Artificial Intelligence - Designing Copilot Studio agents through Microsoft Power Platform to support tenders and contracts management.
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EDUCATION

MSc Corporate Finance · Kedge Business School *Marseille, France*

2016 – 2017

Master – Energy and Politics · European University of St. Petersburg *Saint Petersburg, Russia*

2015 – 2016

BA – International Trade (LEA) · Université Rennes II *Rennes, France*

2012 – 2015

LANGUAGES

French — Native	English — C1 / Fluent	Spanish — B1-B2	Russian — B1-B2
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KEY CLIENTS, COUNTERPARTIES & EVENTS

- **Clients:** TotalEnergies · BW Energy · Tullow Oil · ExxonMobil · Chevron · Halliburton · TechnipFMC · McDermott · Besix
- **Brokers:** Clarksons, Chart Shipping, OSL, CSO, Bluerig, Pareto, Aurum, Braemar
- **Shipowners:** More than 300 Shipowners
- **Industry Network:** Approx. 1,300 contacts (email and phones)
- **Industry events:** ADIPEC, OSJ London, Offshore Energy Amsterdam

HOBBIES, INTERESTS & LICENSES

- **Scuba Diving:** PADI Divemaster, CMAS 3* Autonomous Diver to 60m (PA60 - FFESSM), Nitrox Certified.
- **Skydiving:** Level B Certified (FFP).
- **Travelling:** Discovering new cultures and environments.
- **Technology:** Highly enthusiastic about using Artificial Intelligence to enhance professional performance and everyday life.
- **Licenses:** Car, Motorcycle, Boat (Coastal license).