



# Shipping & Trading



Energy, Shipping & Trading, Technology and Consulting

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# An introduction to Quanta Consulting

Quanta are a bespoke search agency with expert teams working across multiple specialist sectors including Shipping & Trading, Energy, Technology and Consulting.

We develop and maintain close and trusting relationships with our candidates from Junior to Board level. We recognise the formula that drives the best candidates to move (or to stay) at any stage within their career.

We are able to facilitate high-volume interview and screening projects, on-boarding, VISA application and advisory for international candidates, employer branding, and our Senior Consultants specialise in helping you maximise the efficiency of your project hiring.

Our client base stretches from startups to multinationals, and we are comfortable placing candidates at any level. Our extensive database of active candidates is supplemented by unparalleled access to exclusive talent through our experienced research team. We excel in completing confidential and strategic hires.

# Shipping & Trading

From 2007, Quanta's core focus was delivering on complex mandates within the Energy sector. Since its inception, Quanta has developed strong relationships with key clients and built an excellent track record working as a business partner in the maritime and commodities sector.

The Shipping & Trading team has developed in tandem with our clients' needs and is growing to encompass some of the biggest names in the sector. From international broking houses to boundary-breaking proprietary traders, our clients continue to seek out a bespoke recruitment experience with us.

## Areas of recruitment

### Transportation and Shipping

- Chartering
- Vessel Operations
- Freight Trading
- Commercial Management
- Technical Management
- Shipyard Engineering
- Naval Architecture
- Technical Ship-Management teams

### Trading and Broking

- Commodity Brokers
- Commodity Traders
- Shipbrokers
- Middle and Back Office support
- Derivatives Traders
- Derivatives Brokers
- Analysis and Research
- Post-Fixtures and Traffic teams

### Corporate Services

- Insurance and Risk Management
- Legal and Compliance
- Human Resources and Benefits
- Finance Teams
- Procurement
- Crewing
- Sales and Business Development
- IT

## Our team

Our dedicated shipping & trading team comprises of specialist consultants with a passion for developing their business within international trade and is supported by a permanent research team. We know and understand deeply the fast-moving and changing nature of this sector and keep ourselves updated and aware about new trends in the sector. It is well known that the best candidates in any industry vertical are the passive ones and Quanta is proud to offer a unique headhunting approach.

## Our clients

Quanta works with some of the World's leading companies to provide qualified, experienced and highly personable staff within budget and time frame. We deal with companies of all sizes, from global multinationals, SMEs, and equally as importantly, emerging trading start-ups that are being funded through venture capital, private equity and established investors. Quanta therefore understand that every client's hiring needs are different and every set of mandates are unique - we tailor our services accordingly for each of our individual clients.



# Client services

Search assignments

Bespoke retained recruitment campaigns for permanent staff needs at all levels.

Team moves

Multi-disciplined, project specific engineering teams

Executive search

Market mapping of global talent

Global pre-mobilisation support

Tax and payroll, immigration, transport, health, security, accommodation and on-going after care.

Contingency recruitment

Dedicated Account Manager

# Quanta core values

## Honesty and integrity

We strive to show transparency in everything we do. We believe that being honest and straightforward creates the best business platform in which to operate. We have strong internal procedures in place to monitor our consultant's practices and our reputation is the most important factor in Quanta's success.

## Reliability

We believe a reputation is built on being reliable. We don't over promise clients and candidates and deliver on what we set out to do. At Quanta the nature of our business means we have a dual focus – on the needs of both our clients and candidates. We have high expectations of our role and believe that being reliable, honest and professional allows the formation of lasting business relationships.

## Innovation

The market and environment we recruit within are constantly changing and that means that we as a business must adapt. We strive to think of innovative ways of providing solutions to many of our client's problems. Quanta's consultants are constantly pushing the boundaries in finding solutions to our client's needs of attracting and retaining talent.

## Ambition

Quanta continues to develop as a business and believe that our ambition only benefits both our clients and candidates. Quanta strives to be the best within the industry and continue to raise standards in both the delivery of contract and permanent staff. We feel this is reflected internally with the level, attributes and ability of staff we hire.

## Quality of service

Quanta's dedication to quality is what sets us apart from our competitors. Quanta prides itself on the levels of service we give to clients and candidates at all stages of the hiring process. From initial induction to aftercare and contractor welfare, we believe that the level of service is at the core of our business ethos.

**At the heart of everything that we do is a set of core values. Quanta adheres to these five competencies in all areas of our business practice.**



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