



Enrico Paglia

Highly analytical research manager with international experience and particular expertise within the shipping sector

Banchero Costa & C. Spa; Genova, Italy (*Aug 2013 – Present*)

Research manager, European desk

- Provide tailor made presentations and analysis to a wide range of audiences including management, clients (established or prospective) and colleagues, predominantly on the Dry Bulk, Tanker and Gas sectors as well as new regulations affecting market developments
- Demand analysis: commodity trades, their evolution, physical, economic and political drivers
- Supply analysis: fleet developments
- Analysis of endogenous and exogenous variables on maritime trades (sanctions, embargoes, wars, change of regulations)
- Monitor newbuilding, second hand and demolition prices, their trend and evolution
- Monitor freight, spot and period, rates, their trend and returns calculation
- Experience of financial planning analysis
- Cost and benefit analysis
- Provide tailor made consultancy services including strategic analysis
- Management of large databases, data collection and database organization
- Internal training to new recruits (predominantly in chartering and S&P departments)
- Tutoring and supervision of junior analysts
- Baltic Exchange member and S&P panellist

Bancosta (UK) Ltd, London (*Jan 2011 – Jul 2013*)

Research manager, European desk

- Temporary assignment in the UK branch to extend the reach of the research department and foster the company culture

Banchero Costa & C. Spa; Genova, Italy (*May 2006 – Dec 2010*)

Shipping analyst

- Responsible for weekly market reports and other regular publications that cover:
 - crude oil and product trades
 - dry bulk
 - containers
 - derivatives
 - S&P
 - Major commodities moved in bulk

- Creation of new reports and improvement of established ones
- Collection and analysis of prices and rates
- Keep track of orderbooks
- Work in a team located into two offices, in Genoa and Beijing
- Heading the research desk in Genova
- Promotion of the company brand and establish new contacts by attending as speaker conferences in Europe, Middle and Far East; acting as a first point-of-contact to introduce new business relationships between potential clients and in-house brokers

Banchero Costa & C. Spa, Genova Italy *(Feb 2005 – Apr 2006)*

Junior Sale and Purchase broker

Four Vanguard Serviços e Navegação Lda; Perth, Western Australia *(Oct 2004 – Jan 2005)*

Post graduate experience at the account department

Università degli studi di Genova *(Sep 1999 – Jul 2004)*

Bachelor's Degree – Shipping Economics

Istituto Arecco *(Sep 1994 – Jul 1999)*

High school diploma – Science

- **Languages:** Italian (Native); English (Fluent)
- **Nationality:** Italian
- Regular attendee at numerous shipping and commodity conferences over the past 15 years
- Extensive business trips throughout Europe, Middle East and Asia, providing exposure to different working cultures
- Advanced Excel skills (Macros, Pivot Tables, V-Lookups)