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## **Peters & May Strengthens Commercial Department with Internal Hire**

Peters & May, a renowned leader in global marine transport and logistics, announces a strengthening to its Commercial Department with the internal hire of Kyle Morant to the role of Global Ship Brokering Manager & Commercial Sales. This strategic move comes as a response to the department's remarkable growth, year on year, since 2016.

With a decade of dedicated service at Peters & May, Morant brings a wealth of experience and industry expertise to his new role. His profound understanding of both the maritime shipping sector and the company's

operations will be pivotal in his new position.

In his elevated capacity as Global Ship Brokering Manager & Commercial Sales, Morant will work closely with the Global Commercial Sales Manager, Robert Blades, to build new business partnerships and target more competitive market segments. He will also retain management of Peters & May's in-house fixing department, continuing to work directly with vessel owners to handle fixture agreements. It will be a 'full service' role, communicating with clients right through the complete shipping process, from original inquiries to final deliveries.

“After six years of managing Peters & May's brokering requirements, I am very excited to be taking on the challenge of growing our Commercial department, alongside Robert Blades.” said Morant.

“I have worked very closely with our Commercial Department on a number of complicated and exciting fixtures in recent years, so it feels like a very natural transition to now be focusing on securing new business for the department.”

In his previous role, serving as Global Shipbroking & Operations Manager since 2018, Morant led the successful transition of Peters & May's brokering process from external reliance to utilising its own in-house brokering department, thereby streamlining operations and reducing costs. With his proven track record in business enhancement and the solid relationships he has cultivated with vital owners, Morant is the ideal candidate to join the Commercial department and work towards its growth objectives.

“Kyle is one of the most professional operators in the business and I couldn't be more excited to welcome him to the Commercial team.” Said Robert Blades, Global Commercial Sales Manager at Peters & May.

“The Commercial growth we have seen over the last few years has been tremendous, I am excited to see if we can push this further. With Kyle's expertise and network, I am confident we can expand and diversify Peters & May's cargo portfolio. The more unique shipments we can perform, the more we can show the industry exactly what we are good at and build on our reputation as trusted global commercial cargo experts.”

In 2016, Peters & May strategically invested in the Commercial sector, a move that has since yielded remarkable results. Commercial sales surged to unprecedented heights more than doubling since its initial investment, and by 2023, the division accounted for an impressive 10% of Peters & May's overall turnover.

This impressive trajectory firmly establishes Peters & May Commercial as a key player in the commercial cargo transport sector and an integral component within the Peters & May Group. Morant's promotion underlines the company's commitment to continuous growth, innovation, and delivering superior solutions in the dynamic industry of shipping.

For more information on Peters & May Commercial and its services or to request a quote, please visit <https://www.petersandmay.com>

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**Peters & May** has fifty years of experience delivering world-class international logistics services. It specialises in the global shipping of commercial and private vessels, as well as offering transport solutions for a wide range of cargo by air, land, and sea. <https://www.petersandmay.com/en/>

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