



HUDA SABIRAH

TRAINEE BROKER

Global Trainee Broker Programme
2023 Trainee Cohort

Singapore



ROTATIONS

Gas
Dry Cargo
Tankers



CLARKSONS

“I wanted a job that diverges from typical corporate jobs, as someone that enjoys building interpersonal relationships, shipbroking was the answer.”

As someone with no shipping background, the programme was a perfect opportunity for me to breakthrough shipbroking. Clarksons global presence meant that I would have the opportunity to connect with people from all around the world.

I wanted a job that diverges from the typical corporate jobs and as someone that enjoys building interpersonal relationships, shipbroking was the answer. I like how the job places an emphasis on added value for clients.

I started off in the Gas department then rotated to Dry Bulk. It was interesting to see firsthand just how dynamic ship-brokering can be. Starting off the programme in Gas was a great benefit as the market is niche, so I spent time on building my knowledge about the different vessel specifications, cargo types and how the market works. I was able to learn at a comfortable pace, which was great as I came in without a shipping background. I had guidance from well-versed mentors, and it was always fascinating to observe them working through fixtures. It highlighted how much time was taken to build a good rapport with their clients.

The Dry Bulk department is a lot more fast-paced. It is where I interacted with clients in the Handy market to find out if they had vessels available or when their next shipment of cargo will be.

One of the highlights from the programme so far has been working alongside Lefki, a London Trainee on the programme cohort, for a project which was aimed at leveraging inter-departmental connections.

The programme is an excellent opportunity for you to get out of your comfort zone and take risks. Clarksons is equipped with resources, systems and people that are highly skilled which you should leverage.

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