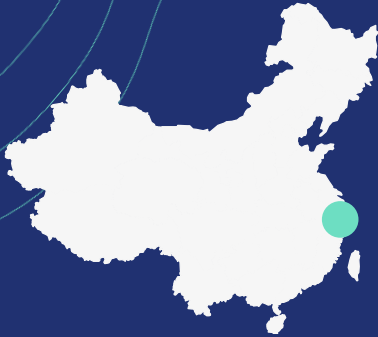




YIFAN WU

BROKER

Dry Cargo
Shanghai



EDUCATION

Degree in maritime transportation from Shanghai Maritime University and Masters from Cardiff University.

EARLY AMBITIONS

- 2017 was a difficult shipping market, so I knew it would be a challenge to find a role.
- I had a strong awareness of Clarksons from my studies, and utilising Clarksons Research data.
- I had a couple of connections into Clarksons through University and family.

“We always come together with other international offices, particularly Singapore and Greece.”

I initially started as an updater before moving into operations. It was a great way to get to know more about the market and desk before starting as a broker. I'll always remember completing my first fixture for an Indonesian Coal round.

From early on I have been building relationship with clients, most of whom are Chinese governmental control companies, and was able to follow my fixtures through into post-fixtures too. I've managed to secure a niche for myself in the Shanghai office, focusing on building volume in the Atlantic.

On the handy/supra desk, each of us has our own focus and clients. The atmosphere is great and we always come together with other international offices, particularly Singapore and Greece.

In our team, each of us focus on different markets, so there is a good range knowledge and insight that we can support one another with.

Socialising with our clients is important. We'll often be out for dinner to enhance our relationship which is important in Chinese culture.

I expect my role will continue to progress as the Chinese market grows. Clarksons has a strong global network and I look forward to building those connections.

I'd really recommend a career in broking – the market changes everyday and your role is to create value for your clients amongst this changing landscape. If my client is happy, then I am happy!

If you have an interest in global markets and building relationships with lots of different personalities, you will thrive in shipping. It is very rewarding.



CLARKSONS

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