



DANIEL CARR

TRAINEE BROKER

Global Trainee Broker Programme
2023 Trainee Cohort

London



ROTATIONS

Dry Cargo
Gas
Specialised Products

“I am most proud of a freight calculation matrix that I created when I was on the Capesize desk.”

The programme so far has been fantastic, a true education. Having the opportunity to start on the Dry Cargo Capesize desk was a fantastic introduction to the company. Once I had learned the ropes of the business, I was able to start contributing more and more towards the desk, helping the senior brokers with day-to-day tasks such as position lists and freight calculations. My time on this desk was thoroughly enjoyable. Not only was learning about the process of fixing these vessels interesting but being able to interact with a sociable group of people, going out for drinks and getting to know one another outside of the office was fantastic.

The thing that I am most proud of so far is probably a freight calculation matrix that I created when I was on the Capesize desk. Even after I moved on to my next rotation, it was still being used by brokers in our offices around the world.

Analytical skills are definitely helpful since they allow you to see how the markets actually work and can give you a good idea as to whether rates are going to rise or fall. Social skills are also important, we were told when we first started that your first clients are your colleagues. Creating a rapport with them opens up so many more opportunities throughout the rotations.

My best advice would be to start confidently and enthusiastically but not to run before you can walk.

It is so important to learn about the sectors you're working in and absorb as much knowledge as you can before you really start contributing to your teams. Don't be afraid to ask the silly questions! I have certainly learned that there is no such thing.