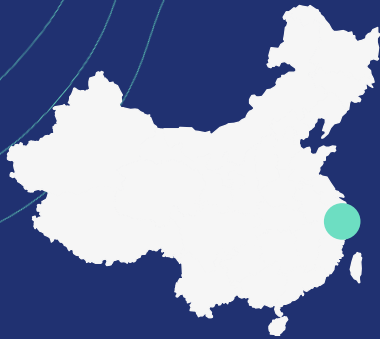




YINGI ZHAO

BROKER

Sale & Purchase
Shanghai



EDUCATION

Masters Degree in Business from
University of Leeds, UK

EARLY AMBITIONS

- Working as a shipbroking has always been an ambition.
- I frequently used Clarksons Research data during my studies.
- I was aware of Clarksons due to the strong reputation of the business - the MDs from the Asia offices are very well known in the region.

“Every team has their own workloads and work to the patterns that suit them and their markets.”

When I first started at Clarksons, I was appointed as Editor of the Shanghai Weekly S&P Report – it was a big responsibility but a great way of learning the market and a key skill in becoming a great broker!

Clarksons has also supported me with my ICS exams for formal qualifications, but also with the necessary skills required for understanding analyst briefings and how they inform my role. The learning never stops!

Early on, I built relationships with everyone in the Shanghai office and the S&P desk. Externally, I liaise with potential vessel buyers.

The Shanghai office has an extremely positive atmosphere. There's around 80 of us here, and it has just the right balance of professionalism to enjoyment.

S&P is represented globally within Clarksons globally, so getting to know my colleagues overseas has been really interesting.

Sale & Purchase is unique as it can interlink with almost all departments within Clarksons – from newbuilding, to chartering to market experts.

Building relationships with our clients is a key part of what makes the team successful. We're often out with close clients for dinner or lunch, but importantly we also go out as a team.

Having been with the business for nearly a year, I have already noticed the progression I have made. I started as an Assistant, I'm now edging towards the role of Broker.

I sincerely enjoy my career, but it is tough work! You need to be sociable person but also wise. My advice would be to never stop learning, and keep focus at all times.