

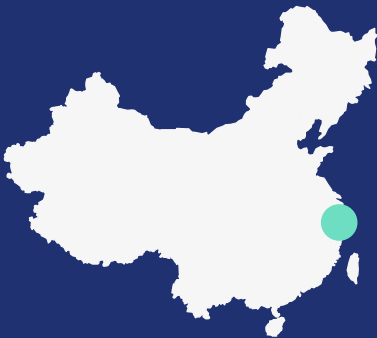


## YUTING CHEN

### TRAINEE BROKER

Global Trainee Broker Programme  
2023 Trainee Cohort

Shanghai



#### ROTATIONS

Dry Cargo - Panamax  
Sale & Purchase



CLARKSONS

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

The programme offers the opportunity to gain practical experience, allowing us trainees to collaborate with diverse cultures and backgrounds, providing a deeper understanding of the current and future trends in international trade and shipping.

I have a keen interest in the maritime and shipping area, particularly in the trade market. Additionally, the challenges associated with the shipbroking profession, involving market fluctuations, negotiation skills, and interpersonal relationship management, excite me.

I am responsible for daily updates on vessels and cargoes, continuously tracking the positions and open times of ships. I update the latest requirements of vessels and cargoes swiftly to ensure the brokers have up-to-date and accurate information to use.

**Strong collaboration and communication skills are essential for a trainee broker alongside meticulous attention to detail and the ability to quickly grasp concepts.**

The programme has been a fantastic experience so far, with a great working atmosphere on the Panamax desk, everyone is friendly and willing to help and support me. My biggest achievement so far has been helping the brokers swiftly identify relevant clients and their needs alongside updating the daily Pacific Cargo List and compiling the fixed prices for vessels in the Pacific over the past six months.

**My advice to others considering the programme would be: No question is a silly question. All things come from nothing. Seize every chance, no matter what it might be.**