



BEN ROCHE

TRAINEE BROKER

Global Trainee Broker Programme
2023 Trainee Cohort

Dubai



ROTATIONS

Tankers
Specialised Products

“The importance of building and maintaining relationships is something that I feel suits my personality and the everchanging markets are exciting.”

The interpersonal relationship side of shipping really excites me. The importance of building and maintaining relationships is something that I feel suits my personality and the everchanging markets are exciting.

I've been on the tanker desk, specifically the Clean desk (Clean Petroleum Products), in Dubai operating East of Suez. It's an incredibly busy desk as you'd imagine as we cover the Red Sea and AG where a lot of oil is extracted and refined, so the work is intense but rewarding. Initially I started tracking ships and updating positions. Then I started running lists, doing reports, sending rates and helping senior brokers wherever needed.

Arguably the most important skills at the start are time management throughout the day to get tasks done and attention to detail.

I have been able to deepen my knowledge of what a broker does. I attended and enjoyed Bahri week which is a big shipping get together in the maritime calendar as that was the first time I had exposure to meeting owners and charterers.

Get involved with as much as you possibly can. Be on the front foot and ask as many questions as you need to. Listen to the guys around you as they're at the level you're hoping to get to.