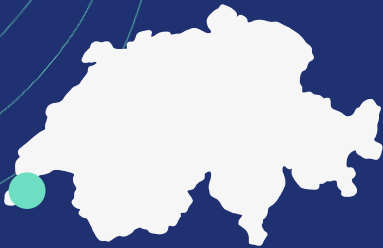




WILL HORTON

BROKER

Specialised Products
Geneva



EDUCATION

Degree in Business Management
from Leeds University, UK

Derivatives trading exams.

EARLY AMBITIONS

- I have family members who work in the industry so had a good understanding of what shipbroking entailed and would suit my ambitions and skills.
- Work experience at Forex
- Internships at Clarksons via existing relationships.

“I moved to Clarksons and have never looked back!”

I relocated from London to Geneva which was a big move – I had only met the MD of the Geneva office and didn't know anyone else in the company, or the city! But within a few months of getting stuck in, I had mates both inside and outside of work.

During my internship, I did rotations across different divisions to understand them better. It gave me a great taste for what might best suit me, and get to know different people. Shipping is extremely diverse, with lots of different characters.

I completed my derivatives exams prior to joining. But you can't learn ship broking from a textbook, and the experienced brokers at Clarksons gave me lots of guidance.

Closing my first deal and the confidence that comes with it was hugely satisfying!

I love the atmosphere in the Geneva office. There's 30 of us, most of whom are ex-pats which keeps it tight-knit and personal.

Shipping is a very sociable industry where building relationships with clients is encouraged, which I love. Our desk is very team-focused, and we always help each other out, both inside and outside of the office.

My journey to becoming a Specialised Products broker on the biodiesel market has been full of challenges. Every market is different, with different clients, ways of working and processes to follow. My role has developed from one of learning to now being a trusted and valued member of the team.

Clarksons is a huge company with lots to offer all over the world, for those who want it.

Don't be afraid to get stuck in. Throw yourself into any opportunity that arises, say “yes” to as many things as possible, no matter how daunting!



CLARKSONS

[Clarksons.com/careers](https://www.clarksons.com/careers)