



**ANUMITHA
SABHANAYAGAM**
BROKER

Dry Cargo
Singapore



EDUCATION

Maritime Business Diploma from Singapore Polytechnic.
Degree in Maritime Business from Plymouth University.

EARLY AMBITIONS

- I concentrated on shipping through my education but only considered it as a career path when I come across the ICS examinations.
- At my interview I was assured I would be taught everything from scratch and be given guidance from senior brokers and Ops.

“The lingo of the shipbroking sector was something I had to get used to quickly.”

Dry cargo (Grains/Coal/Iron ore) are all essentials for day to day living, and is a sector that will always be in demand.

Frequent check ins, reassurance and support from my line manager and colleagues helped build the confidence required to approach clients and propose business or guide on market information.

As well as daily check-ins with clients, I work closely with other broking desks to have the best market information whilst interacting with our Ops and Charter Party desk who assist us and handle the post fixture needs and operations.

The office is fast-paced and being situated near the other desks with the division helps to learn about the market levels on the different sizes and how that compares against the vessel size you're concentrating on.

Colleagues supporting and celebrating with you is an unforgettable moment.

There are lots of opportunities to socialise – we try to meet with our clients often, keeping the relationship smooth. We attend client events and seminars whilst meeting existing and potential clients.

The fast-paced and ever changing market keeps me engaged and leaves little time for boredom. I have been able to focus on fixing with clients, developing my market knowledge and confidence in giving my perspective of thing.

I know I will be able to develop my confidence and grow my client list in the future with the support of my colleagues and seniors.

The exhilaration and adrenaline rush from fixing is a feeling I will chase for the rest of my career. It keeps you going and is a sense of accomplishment.

