

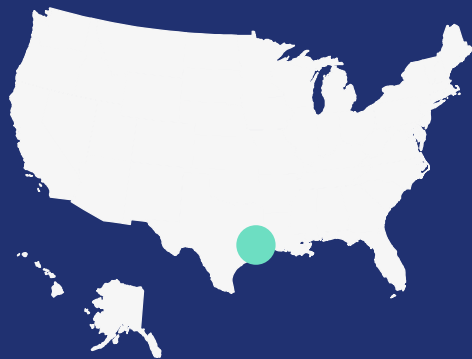


NICOLAS BERGERON

TRAINEE BROKER

Global Trainee Broker Programme
2023 Trainee Cohort

Houston



ROTATIONS

Tankers
Offshore

“To anyone getting involved in this programme remember to take everything in. Every broker has their own unique style.”

The Shipping industry has always been fascinating to me, every aspect of it seemed to present a unique challenge or opportunity. I grew up around the industry and was excited to break into it. The Programme seemed like an incredible opportunity.

I was drawn to shipbroking because of the inter-personal skills required for the role. I have always enjoyed working in people centred situations. The unique challenges that brokers face on a day-to-day basis interested me, and I was excited to face those dilemmas myself.

I have completed a rotation in the Houston Tankers division, two months on the Crude Desk and two on the CPP desk. I was running position lists, updating reports and tracking various vessels and shipments. I am currently on the Offshore desk, updating reports, tracking data, and communicating with several clients.

During my first rotation one of the most enjoyable tasks was being able to send out information we distribute to clients each day. It allowed me to be comfortable with client interaction very early into the programme.

I really enjoy the client interaction, phone calls, meetings, and lunches. The opportunity to meet and interact with clients really allowed me to grasp a true understanding of what it takes to be a successful broker.

Two of the common skills I have used in the programme have been communication and proactivity. To anyone getting involved in this programme remember to take everything in. Every broker has their own unique style.

