"It's dynamic and fast paced. The market changes quickly so it's important to remain agile."

ROGER LEOW

BROKER

Dry Cargo
Singapore

EDUCATION

Degree in Maritime Studies,
Nanyang Technical University,
Singapore

EARLY AMBITIONS

- Initially I had intended to go into dry bulk operation, but the opportunity arose for a broking role and I went for it!
- I heard about the role after attending a shipping event, the interview process was friendly and efficient.

Settling into my role at Clarksons was very smooth. IT, Support, Research and HR are very supportive and provided me with everything that I would need to succeed.

When you usually start on a desk, a key task is helping to update the daily vessel positions and cargo requirements on the market. It informs the whole desk on what is available on the market immediately. I touch base with my clients on a daily basis, keeping them up to date on the market.

Whilst learning, I had regular check in sessions with my supervisor. It was really helpful as it enabled me to better orientate myself and provided opportunities for improvement.

After my first fixture, we all got together to celebrate.

There's around 200 people in the Singapore office – it's busy and there is constant conversation and discussion. And we have a brilliant view of the port and sea.

The handy/supra desk in dry cargo is interesting as we deal with two segments of the market, I really enjoy the diversity that it offers.

Once you become a broker, your job title doesn't change as you progress. But the way you work, the clients you work with and the volume that you handle does. I've become much better at managing my time and prioritising tasks.

There's always a new challenge, particularly when you start a new role. But nothing worth doing is ever easy!

Shipbroking will evolve with the introduction of new technology. Clarksons has really taken the lead in this area and provides a slew of new products to help brokers in their day-to-day work.

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