



ANGELIA PEREIRA

TRAINEE BROKER

Global Trainee Broker Programme
2024 Trainee Cohort

Singapore



ROTATIONS

Tankers
Offshore
Dry Cargo

“I've developed a grasp of the fundamentals across shipping segments, cargo flows, vessel types, and key trade routes.”

I graduated with a degree in Business Management (Finance) and had no prior exposure to shipping or the maritime industry. During my job search, I focused on roles that aligned with my strengths, strong interpersonal skills, a data-driven mindset, and a passion for client-facing work. When I came across the advert for this role, I was curious, it listed all the qualities I excelled in, so I applied, even though I had no idea what shipbroking was or who Clarksons were at the time. After getting called for the first interview, I did my research and quickly became fascinated by the role, industry, and the company!

One of the highlights has been the various excursions. I've had the chance to go onboard several offshore vessel types, including a PSV, crew boats, and a DSV, as well as visit a shipyard.

I've also really enjoyed getting to speak with clients and building relationships with brokers across different departments.

The biggest challenge for me was learning the industry jargon. Like finance, shipping comes with its own language, and to a newcomer, it can sound a bit alien. I overcame this by asking questions without hesitation, and by immersing myself in the world of shipping through podcasts, books, and videos. Over time, with exposure and repetition, everything began to click.

I've developed a grasp of the fundamentals across shipping segments, cargo flows, vessel types, and key trade routes. I've also learned how to better multitask and stay organised, which is essential as a broker since you're often juggling multiple conversations, deals, and priorities at once.