

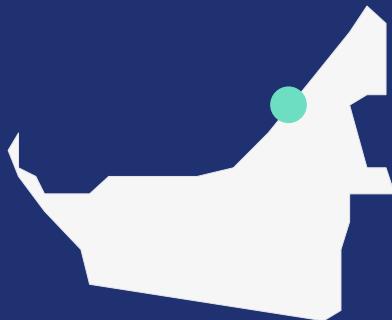


## LAIA LOPEZ

### TRAINEE BROKER

Global Trainee Broker Programme  
2024 Trainee Cohort

Dubai



#### ROTATIONS

Tankers  
Specialised Products  
Dry Cargo

**“It’s been great to work in an environment where we’re encouraged to speak up, ask questions, and take initiative.”**

I come from a background in international business and logistics. I studied Business in Barcelona and spent half a year in Singapore, where I was first introduced to the shipping industry and quickly became fascinated by its global impact and fast pace.

**One of the most rewarding parts of the programme has been working alongside experienced brokers across different desks.**

Watching how they navigate negotiations, handle pressure, and build long-term relationships has been very insightful. Every desk operates differently depending on the market, and being exposed to that variety has really broadened my understanding of the business. It's been inspiring to learn not just the technical side, but also the human side.

The steep learning curve at the start of the programme was definitely one of the biggest challenges. Shipping is a complex, fast-moving industry, and there was a lot to take in - market structures, vessel types, trading patterns, and all the industry jargon. I tackled this by staying curious and proactive: asking questions, observing how senior brokers work, and immersing myself in daily reports, market updates, and global news.

A key skill I've developed is clear and proactive communication, both within the team and with clients. In such a fast-paced environment, it's essential to keep everyone aligned and avoid misunderstandings. I've also learned how to manage pressure and juggle multiple tasks at once.

I didn't expect to be so involved from the very beginning. From early days, I was trusted with meaningful work. It's also been great to work in an environment where we're encouraged to speak up, ask questions, and take initiative. It's not just about observing, it's about getting stuck in and learning by doing, which has made the experience so much more valuable and rewarding.

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