

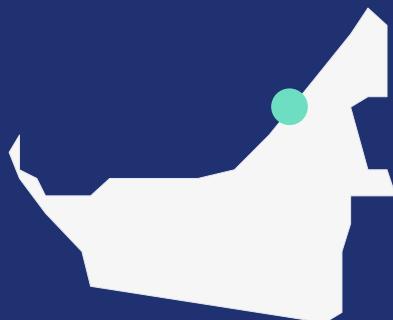


CAROLINA GRACIO

TRAINEE BROKER

Global Trainee Broker Programme
2024 Trainee Cohort

Dubai



ROTATIONS

Dry Cargo
Tankers
Specialised Products

“I can't think of a better way to start a career in shipbroking.”

Initially I worked in real estate and loved the negotiating part, I then studied International Business in Lisbon and Paris before becoming an Emirates flight attendant. I then came across Clarksons LinkedIn job notification for the Global Trainee Broker Programme.

Fixing my first ship less than three months into the programme while I was on the dry cargo desk has been one of my best experiences. The trust my team gave me to contribute to that fixture is something that I will always remember.

Ringing the bell was honestly the most rewarding moment of my career so far, one I will never forget.

Though I am far away from home, I have been lucky to visit my family twice since starting, and I'm really grateful to be in a city like Dubai doing a job I love. That balance makes it easier.

I've always been quite extroverted, but I never imagined I would be so comfortable walking up to people I have never met, introducing myself, and actually starting conversations that often end up being really fun. It might seem like a small thing, but I believe it makes a big difference and I definitely picked it up from watching my colleagues doing it so naturally and confidently.

I can't think of a better way to start a career in shipbroking. Getting to spend these past months learning from some of the best brokers in the world, rotating through different desks, seeing how deals are built, helping prepare materials that sometimes go straight to clients, has helped me learn so much in a relatively short time. It's been incredibly enriching.