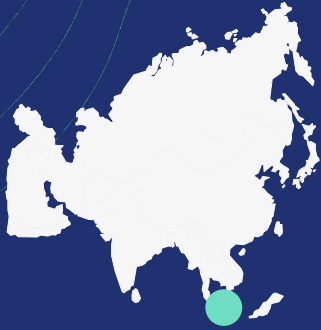


## JUSTIN YEO

TRAINEE BROKER

LPG & Petrochemical Gas  
Singapore



### EDUCATION

Degree in Mechanical  
Engineering, Nanyang  
Technological University

### EARLY AMBITIONS

- Initially I wanted to be a mechanical engineer and did not know about shipbroking.
- When I decided to make a career shift I found the global trainee broker programme on a careers site. I then applied and got through to the 3 rounds of interviews.

**“My personal initiative and inquisition has been essential and effective for my role.”**

The influx of information and getting up-to-speed made the learning curve very steep. Familiarising with operation matters and voyage calculations were absolutely essential in adding value to the team.

I interact with shipowners, traders, cargo reports and peers on other desks and follow up on operations matters.

The most memorable experience was a 5 days solo trip to Tokyo to meet the Japanese traders and owners. Juggling between fixing a deal and meeting customers was difficult but thankfully my colleagues were available to assist when required.

**My colleagues were always available to answer any questions I had.**

The work atmosphere encourages a high level of collaboration and communication amongst colleagues. There are 8 people on the gas desk and everyone is very vocal and hungry to fix.

LPG & Petrochemical Gas handles a wide spectrum of products which makes the job challenging and interesting.

There are plenty of opportunities to socialise with colleagues and clients to build strong relationships.

Over my first five months in the role I have been building my personal client pool and getting up to speed on market knowledge. The role has developed and changed to handle more on commercial aspect rather than operations.

In the next few years I hope to become a full fledged broker.

**My advice - foster new relationships with clients. If you don't ask or try the answer will always be no.**

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