



## CHRIS ROBERTS

BROKER

Offshore Renewables  
London



### EDUCATION

Degree in Maritime Business and Maritime Law from Plymouth University, UK

Member of Chartered Shipbrokers

### EARLY AMBITIONS

- Work experience on Superyachts whilst studying for a foundation degree and Yacht master Ocean qualification.
- My initial career ambitions centred on yacht sales, chartering or management but decided to follow a path closer aligned to my degree – it's hard work but great work!

**“I'm surrounded by people who lead the industry in what they do and that makes it a great place to learn and develop”**

Before joining Clarksons, I had already developed a good relationship with the recruitment team, so they proactively reached out to me when the right role became available.

Getting up to speed on the language of shipping was important but difficult to do ahead of time as it varies from desk to desk. There were a lot of strong relationships within the company so getting stuck in from day one was key. Internally hosted events really helped to get to know people.

It can be a sink or swim environment and lots of learning on the job. Whilst there was an element of admin which helped my learning of the market, within weeks I was calling clients and other key stakeholders in the group.

**“The team really encouraged me to take my ICS exams. Studying alongside work was hard, but worth it!”**

The London office is very focused and very professional, but there's a good level of humour and conversation – its definitely not boring!

I enjoy the dynamic nature of the offshore market and having the opportunity to focus on the renewables sector made a lot of sense when you look at where the market is going. Currently I work as both a consultant and a broker which is something I am passionate about as I get to enjoy strategic and thought-provoking conversations and projects on the consulting side but still get the buzz and enjoyment that comes from fixing ships.

**It's hard work but great work. No two days are the same and you get out of it what you put in. If you are driven and hardworking, it is an industry you can be successful in and have a lot of fun along the way.**



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