



DAMI LEE

BROKER

Dry Cargo
Singapore



EDUCATION

Culinary Arts Major, Korea.
Degree in Business and Marketing
from Coventry University, UK.

EARLY AMBITIONS

- My first role was in a bank. Many of my clients were in the shipping industry and through them I learned more about a potential career in this area.
- I had two rounds of interviews with Clarksons, both were relaxed and I was kept very well informed.

“My mentors’ constant encouragement and teachings led to my rapid growth.”

I had no prior experience of shipping, so the first few months were a challenge. There are lots of abbreviations and shipping terms to learn. My mentor taught me everything, despite his busy daily routine.

As a junior broker, difficult situations do occur but I always get valuable advice from senior brokers – their accurate problem analysis and rapid feedback helped me to succeed.

In my early days of joining I focused on meeting chartering managers and ship operations managers. I also needed to update cargo lists and vessel positions which was a great way of understanding the big picture of the market.

Everyday, it is important that I circulate cargo orders and ships. I’m then on the phone to clients to receive order details, ratings, fixtures or updates.

My team are quite young, we’re mainly in our 20’s or 30’s and all get on very well – we have a strong bond through our mutual understanding.

There are many opportunities to meet people in the industry through different shipping events and dinners.

Since starting as a trainee broker 2 and a half years ago my role has progressed into a permanent job and I look forward to all the trading, people and opportunities that will come my way in the future.

Before entering the industry I thought it would involve a lot of drinking along with meeting lots of people and entertaining customers but the industry is undergoing a new era, many customers now want a healthy balance of work and their lives, with less parties and drinking.

I would strongly recommend this programme if someone wants to become a ship broker. As a senior broker I now play a role in leading new juniors, helping them to grow and providing advice as I had throughout my training.

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