



HANS-JØRGEN WAGELID

TRAINEE BROKER

Global Trainee Broker Programme
2023 Trainee Cohort

Oslo



ROTATIONS

Sale & Purchase
Dry Cargo
Securities



CLARKSONS

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When I applied for the programme, I was not sure what I wanted to do. But I knew that I wanted to work at Clarksons. The Global Trainee Broker Programme offered a great opportunity to be 100% sure where I wanted to work within the company. I already knew I wanted to work in a fast-paced environment where I could take part in global trade and be part of the global economy.

I have gained comprehensive experience across various desks, including the Sales & Purchase Secondhand desk, the Dry Cargo desk with a focus on long-term deals, and the Securities desk, which covers equity research, investment banking, and equity trading.

My daily tasks have involved gathering information to ensure brokers have the most accurate and up-to-date data for executing deals. I've communicated extensively with brokers both internally at Clarksons and externally from other companies. Additionally, I have prepared pitches and presentations for brokers, particularly within the equity trading department, and have independently managed my own dry cargo deals.

On my first rotation I enjoyed getting up to speed and learning every day, getting insight into the daily tasks of the brokers, understanding how complex the S&P market is.

A highlight has been working on two different dry cargo deals, talking to both parties of the deal. Trying to come up with the most suitable solution for both parties. Building the deal from scratch with the charterers gave experience and a taste of being a broker.

I have been able to utilize skills from my education in economics combined with data skills developed in previous jobs.

My advice to others would be to just go for it. It's an immense opportunity to get experience from one of the best companies in its sector. You get to work with people passionate about their job and are eager to share their experience and knowledge!

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