



## BEAU SCRASE DICKINS

### TRAINEE BROKER

Global Trainee Broker Programme  
2024 Trainee Cohort

London



#### ROTATIONS

Sale & Purchase  
Specialised Products



CLARKSONS

**“I expected to learn a lot, but I didn’t expect to feel so included so quickly.”**

I went to school in Dorset but decided not to go to university. I learnt about shipbroking through a friend, and it sounded like exactly what I wanted from a career.

The biggest challenge for me has been adapting to the pace and intensity, especially coming from a slower and more structured corporate background. The landscape is constantly changing, and you must make decisions quickly, absorb information constantly, and juggle multiple tasks at once. I made a conscious effort to be a sponge: asking questions, taking notes, and making sure to socialise with senior colleagues away from the desk, as sometimes that’s where I’ve got the best advice.

One of the most valuable skills I’ve developed is the ability to think critically and commercially. I was told by a senior broker during my first rotation that 80% of what he talks to clients about is the macro-economic picture. I see it as the ability to consider how different factors such as geopolitical and black swan events, or the weather, may then have an impact on commodities and shipping.

**It’s not something you can learn in a classroom, and I’ve been lucky to work with brokers who’ve taken time to explain not just what they’re doing, but why. That’s helped me understand the nuances of broking far more quickly than I expected.**

From day one on each desk, I’ve felt like part of the team, not just an observer. People have gone out of their way to involve me, to share knowledge, and to get me in the room when something is happening.

Working alongside colleagues in the global offices and getting messages from colleagues who have moved abroad asking how things are going, creates a sense of being part of something much bigger than just a London office. That’s been a huge motivator for me.