



I'm a **BANKER**
But I don't just deal with figures

Owners rely on me to expand their fleet. Every transaction I make can be worth millions. I manage important contracts and I fly around the globe to seal them.

I'm a Shipping Banker.
- Robin Chan, DnB NOR Bank

The job of a shipping banker requires knowledge in finance and an analytical mind. The Singapore maritime industry is home to 5,000 maritime companies, with more than 100,000 people in the maritime workforce. Singapore is set to be one of the world's leading international maritime centres. Join this dynamic and global sector and be part of this exciting buzz.

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The maritime industry... More than you imagine

What comes to your mind when you look out to the sea? For Maritime Studies undergraduate, Raymond Tan, he saw an exciting industry which offers diverse career opportunities and exciting prospects to experience the world.

As the recipient of the FSL Trust Management-MaritimeONE Scholarship in 2007, Raymond is amazed that many young Singaporeans view his major to be a niche course choked with technical jargons. The 24-year-old chuckled and said, "Unlike other courses, my major is actually quite interesting as it offers a well-balanced mix of broad-based and technical academic learning. The broad-based modules range from business management, business law and economics, just to name a few."

The real maritime sector is certainly not "niche" in terms of its depth and breath as many young people may think. In fact, the Singapore maritime scene is a bustling and dynamic one which is home to the best port in the world. There are 5,000 maritime-related companies and 150,000 people working in the diverse sectors of the maritime sector.

Career opportunities for young talents are also increasing steadily as the shipping sphere of influence gravitates from

the West to the East. Raymond shared that some of the companies have expressed interest in hiring him upon his graduation next year. For him, ship broking, ship finance and marine insurance are among his top choices of specialisations in the maritime sector.

When asked about his most memorable experience as a maritime studies undergraduate, the final-year student revealed that it was the six-month overseas exchange programme at the Norwegian School of Management (BI), Oslo, Norway during his third year. The opportunity to visit the award-winning Norwegian Maritime Museum and the leading marine insurer, Skuld were eye-opening experiences for him. Raymond also travelled extensively in Europe during his stint there.

He said, "Funds from my scholarship and the housing subsidy from my school have allowed me to travel during my overseas exchange programme. For that, I am grateful as the overseas stint has taught me how to step out of my comfort zone and be independent. To be able to witness the Northern Lights was definitely a great way to conclude my amazing journey in Norway."

The strong commitment by the mari-

time community to nurture and attract young people to pursue maritime courses and the consistent efforts to engage the maritime students have made a lasting impression on Raymond.

"The myriad of networking receptions, seminars, fieldtrips organised by the maritime community to expose maritime students to the actual workings of the maritime sector is great. These varied experiences are highly beneficial to students like myself as I have gained a better understanding of the maritime sector and have forged friendships with some of the maritime professionals even before I enter the maritime workforce."



To find out more about educational and career opportunities in the maritime sector, visit www.maritimecareers.com.sg