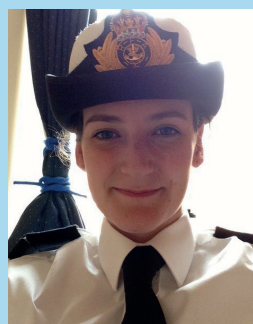
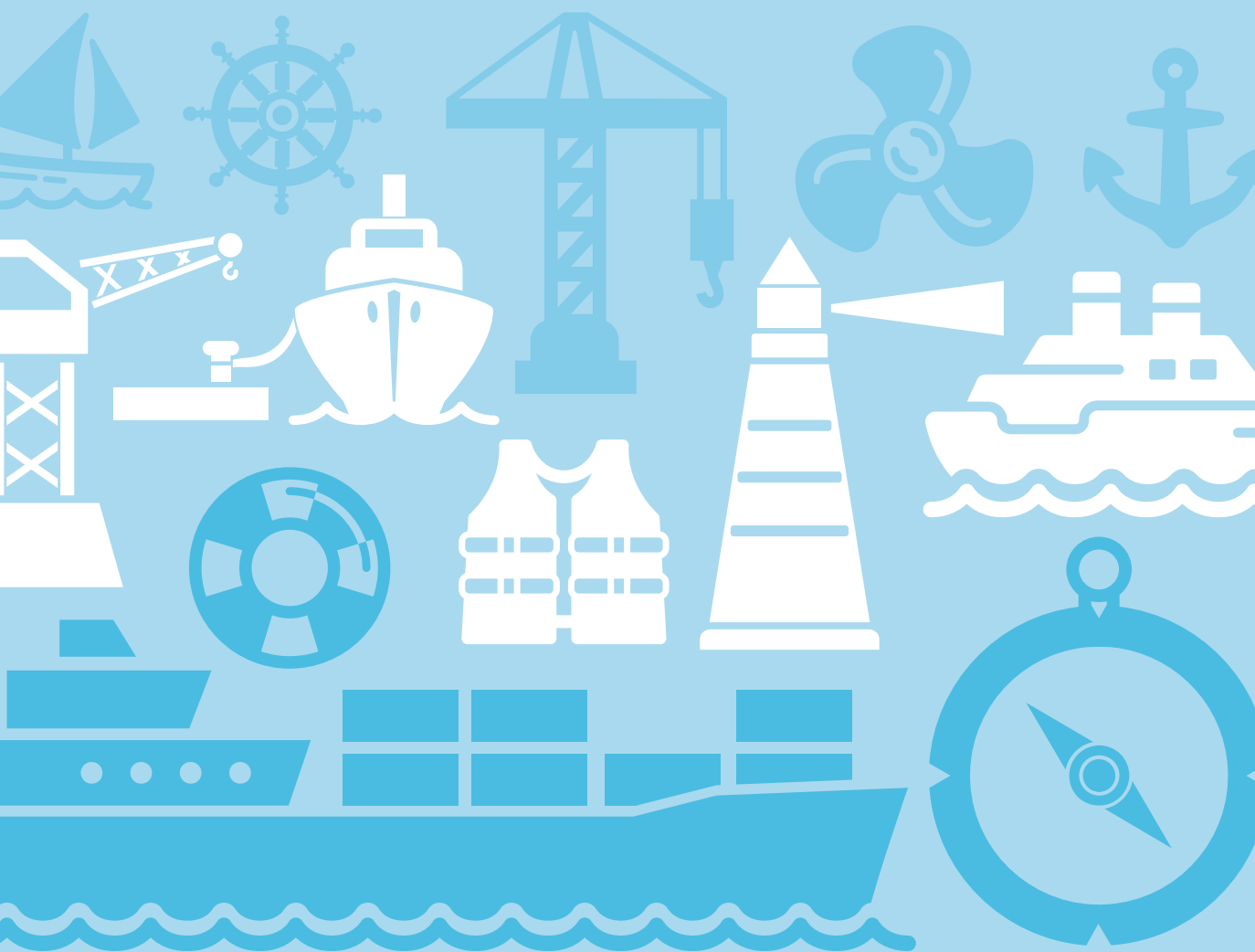




MARITIME & ME



Department
for Transport



MARITIME
UK



is a
campaign
by



WELCOME & INTRODUCTION



Welcome to the My Skills My Life: Maritime & Me resource.

My Skills My Life is an outreach resource created by WISE to inspire girls by showing them the variety of jobs which use science, technology, engineering or maths. Girls do an online quiz to find out their personality types and find role models just like them doing a job they love.

www.myskillsmylife.org.uk

As well as explaining what their job involves, the role model profiles include information about the subjects they studied and what they like to do outside of work. The idea is to bring their stories to life and get the girls interested enough to find out more.

In this *Maritime & Me* resource, you can find women working as Civil Project Engineers, Marine Officers and Engineers, Oceanographers and Deck Officers for all sorts of different organisations – large and small. It is a real eye-opener for girls and their families to the sheer variety of opportunities available to them. Use this resource to inspire girls across the UK. Please record details of sessions that you have delivered so that we can track the number of girls we have reached. www.wisecampaign.org.uk/MSML-feedback

With your help, we will make sure that girls don't miss out on jobs they would enjoy in the Maritime sector.

Helen Wollaston

Chief Executive, WISE Campaign



As part of a campaign funded by the Department for Transport (DfT), Maritime UK's Women in Maritime Taskforce is delighted to be working with WISE to introduce maritime roles into the *My Skills My Life* platform.

The Taskforce is totally committed to increasing the number of STEM career opportunities within the maritime sector, which is why this is one of our key projects for 2020.

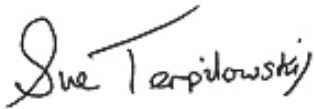
We are passionate about empowering everyone but especially girls to study sciences and maths at school and hopefully encourage them to consider maritime careers by introducing them to real people and their jobs within our sector. Case studies of women working in the different maritime industries show the varied career paths on offer and this bespoke resource pack will help showcase its value to a greater diversity of people, especially the next generation of young women.

The maritime sector has countless career opportunities which are exciting, rewarding and unlike any other industry. From working at sea or in a port, working in the City of London's professional services, to cleaning the oceans of plastics or designing a superyacht: maritime is big business. It touches every part of our lives, enabling 95% of the UK's global trade and moving everything from the clothes we wear to the food we eat.

The global maritime economy is expected to double in size to \$3trillion by 2030. We must act now to enthuse young people about STEM subjects which will be vital for the maritime sector in the coming years. This *Maritime and Me* pack provides a new resource to inspire the next generation of innovators and problem solvers to join our industry and help shape the future of the world we live in.

There are lots of different routes into a career in maritime from an apprenticeship through to a university qualification. For further information take a look at Maritime UK's careers website

www.maritimecareers.uk

A handwritten signature in black ink that reads "Sue Terpilowski". The signature is fluid and cursive, with a large initial 'S' and a long horizontal stroke extending from the 'T'.

Sue Terpilowski OBE

Chair, Women in Maritime Taskforce

1 Player Instructions

You'll need

- A pen
- Question Sheet
- Personality Type Tally Sheet
- 12 x Personality Type Booklets (concealed in an envelope)

Make sure

- The booklets are in an envelope so you can't see them

LET'S GET STARTED!

1. Read the first question on the question sheet, pick the answer which best describes you.
2. Look for the letters next to each answer. On the Personality Type Tally sheet, make a tally mark in the boxes which match your answer.
3. Repeat with the other questions.
4. When you have answered all questions, count the number of tallies in each box. Circle the 3 letters you matched highest with.
5. Open the envelope and take out the Personality Type booklets. Pick the 3 booklets with the letters you matched highest with.
6. Read each booklet to see how your skills match with Science, Technology, Engineering and Maths (STEM) careers, and learn more about other people who also matched with these personality types. If you're interested you could also look at the other personality type booklets too!

2 Player Instructions

You'll need

- A pen per player
- Question Sheet
- Personality Type Tally Sheet per player
- 12 x Personality Type Booklets (concealed in an envelope)

Make sure

- The booklets are in an envelope so you can't see them
- Each player has a personality type tally sheet

LET'S GET STARTED!

1. Decide who will be asking the questions first (Player A) and who will be answering (Player B). You'll be filling in the Personality Type Tally sheet for each other.
2. Player A uses the question sheet to read the first question and all the answers listed aloud. Player B should pick the answer which best describes them. Feel free to discuss the answers.
3. To record Player B's response, Player A checks for the Personality Type letters next to each answer. On the Personality Type Tally sheet Player A, makes tally marks in all the boxes which match Player B's answer (an answer may match none, one or several letters).
4. Repeat with the other questions. Then turn Player B's Tally sheet over.
5. Swap roles and repeat.
6. When both players have answered all questions, swap Tally Sheets and count the number of tallies in each box. Circle the 3 letters you matched highest with.
7. Open the envelope and take out the Personality Type booklets. Pick the 3 booklets with the letters you matched highest with.
8. Read each booklet to see how your skills match with Science, Technology, Engineering and Maths (STEM) careers, and learn more about other people who also matched with these personality types. If you're interested you could also look at the other personality type booklets too!

MY SKILLS MY LIFE

Name: _____

Personality Type Tally Sheet

A

B

C

D

E

F

G

H

I

J

K

L

MY SKILLS MY LIFE

Name:

Personality Type Tally Sheet

| | | |
|---|---|---|
| A | B | C |
| D | E | F |
| G | H | I |
| J | K | L |

MY SKILLS MY LIFE

Name:

Personality Type Tally Sheet

| | | |
|---|---|---|
| A | B | C |
| D | E | F |
| G | H | I |
| J | K | L |

MY SKILLS MY LIFE

Question Sheet

A campaign by **WISE**

1. I like to work...

on my own **G L**

with others **B C D F H I**

somewhere in-between **A E J K**

2. I am good at...

being creative and thinking of ideas **A B E I J K**

being practical and like to get stuck in **G L**

somewhere in-between **C D F H**

3. I am good with...

words **C E F H**

numbers and money **A D I**

somewhere in-between **B G J K L**

4. I like to be...

organised/to plan **B C F I J L**

flexible and see how things go **A K**

somewhere in-between **E D G H**

5. I am good at...

explaining (and simplifying) things **A B C H K**

finding out things **D G L**

somewhere in-between **E F I J**

6. I enjoy...

finding ways to do things better **B F H I J K L**

just getting on with it and going with the flow **E G**

somewhere in-between **A C D**

7. I like to...

jump in with new things **A D G I K**

understand first, then get started **B C L**

somewhere in-between **E F H J**

8. I like...

things to be done the right way **B C F I J L**

to just get things done **A E G**

somewhere in-between **D H K**

9. I am good at...

reading and following instructions **A C E H**

using my own initiative and working independently **D G J L**

somewhere in-between **B F I K**

10. I like...

understanding what people want and need **C D F G H K**

getting people to do what is needed **L**

somewhere in-between **A B E I J**

11. I like to...

lead the team **A I**

help the team succeed **B C F J K**

somewhere in-between **D E G H L**

12. I am...

diplomatic **B C F H J L**

a disruptor (in a good way) **A E K**

somewhere in-between **D G I**

13. I like...

to see the overall idea and where I will end up **A E I**

lots of detail and want to see every part of the journey **B D J K L**

somewhere in-between **C F G H**

14. I like to find..

solutions to problems and solving puzzles **D G I K L**

answers creatively by thinking outside the box **A B J**

somewhere in-between **C E F H**

15. I am someone who...

loves big groups **B C E H J**

prefers small groups or one to one **D G K L**

somewhere in-between **A F I**

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LISA LAMONT MARINE OFFICER LARNE PORT (P&O FERRIES)

Average: £32,000



Who am I?

I sometimes have to make decisions that may not fit with all stakeholders priorities, so it is important that I communicate these decisions with confidence and authority whilst maintaining good relations with them. It's also a good trait to be open minded and able to think outside the box to identify new creative solutions in an ever-changing environment.

What do I do?

The main responsibility of my job is to maintain good standards of marine safety within the port for all stakeholders who use Larne Port. Although

INNOVATOR

- Confident
- Understands what people want and need
- Creative and has lots of ideas
- Open minded
- Can solve problems creatively – can think of new ways to find solutions
- Strong-willed
- Influencer
- Good with money
- Good at leading people and taking charge



we may be a small port, we have regular ferries sailing every three hours and have three local sailing/yacht clubs, all located within port limits. The marine environment is ever changing, mostly due to environmental factors, something which we have little or no control over.

Pathways

Working: I took a gap year to consider my future. I consequently worked part-time with P&O Ferries to earn a little money and subsequently was offered a full-time position in the Freight Department.

A levels: Art & Design (A), Biology (B), Physical Education (B)

The life I live

I'm really sporty and love being outdoors with my family and our dog. I enjoy rowing, cycling and stand up paddle boarding. The big advantage of working shifts is that it has gifted me the opportunity to train and compete in various sports and travel to competitions all over the world. I recently competed for Ireland at the World Coastal Rowing Championships in Hong Kong – my crew came 11th in our first ever world championships!

NICKY GOLDSBROUGH DIRECTOR OF CORPORATE SERVICES

SHOREHAM PORT

Starting: £40,000



Who am I?

This aligns well with who I am as a person – I'm never short of ideas, my struggle is knowing which idea to implement first!

What do I do?

I work with great people who are all very passionate and enthusiastic. Ports are fascinating places with lots going on which makes for a great working environment. The human resources aspect of my roles includes interviewing, all aspects of recruitment, inducting new employees, pay and benefits, payroll and learning and

development. The communications work is largely digital, ensuring that key messages are interesting and engaging. Outside of the day to day tasks, I spend time working on projects at a National level that are important to the port and the industry as a whole. This work involves public speaking all around the UK, including large conferences.

Pathways

Post Grad: Diploma in Human Resource Practice (Level 7)

Degree: BSc Social Psychology

The life I live

I enjoy being in the great outdoors and spend a lot of time camping, cycling and walking. I also love sea swimming – but not at the Port!

LIZZIE DYKES PROGRAMME LEADER (ORAL EXAMINATIONS)

BLACKPOOL & THE
FYLDE COLLEGE,
FLEETWOOD NAUTICAL CAMPUS

Starting: £28,000

Senior: £44,000



Who am I?

Confidence is key within my role as a lecturer at Fleetwood and as a crew member within the RNLI. If you're not confident the students won't believe in you, or a casualty won't do as you ask and trust you. For both roles you must also have an open mind knowing that your way is not the only or best way and that others can help. However, you must be strong-willed enough to stand your ground when needed.

What do I do?

I enjoy seeing the students succeed. There are numerous students here who will struggle either with the academics or life on board. Due to me teaching from level 3 (which is the level they start at when they arrive with us), all the way through to their Level 4 HNC, or level 5 FD and then on to their final assessments, you get to watch the students develop into an officer and go on and graduate. It is very satisfying to watch someone who has struggled either academically or personally, or both, achieve their graduation scroll.

Pathways

FE: HND Nautical Science

A levels: Applied Science, PE

The life I live

I don't have too much spare time between a full time job, being a mum to a three year old, a volunteer lifeboat crew member and a landlord for a small house I rent out. I do enjoy catching up with friends though and spending time outside when possible, especially if there's a lot going on at work there's nothing a quick 20 minute walk around the campus/offsite can't help to fix.

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COACH

- Understanding and creative
- Understands what people want and how to get them what they need
- Good at working with a wide range of people
- Takes pride in exceeding expectations
- Good listener
- Compassionate
- Trustworthy and honest
- Problem solver
- Friendly



ALEX PEARSON MARINE OPERATIONS ASSISTANT SHOREHAM PORT

Starting: £23,000



Who am I?

I feel that coach particularly matches my personality and also relates to my current and previous job types. 'Good at working with a wide range of people' jumped out at me. This is due to the vast range of people I worked with, both in the forces and at the port. The ages within the port range from 20 to 60s and there are a vast array of personalities. I haven't yet met someone I have nothing in common with, which I love.

What do I do?

I have three main aspects to my role as a Marine

Operations Assistant. The first is being a crew member onboard our tugs. My main role is to pass or let go the lines, complete general cleaning and maintenance tasks onboard, and spend time on the wheel. The second is maintenance around the port – from collecting rubbish on our work boat on a daily basis, to painting onboard the tugs, fixing gates and pontoons and checking safety equipment regularly. Last, but not least, is acting as both Assistant Lock Master and Crew for our pilot boats. This requires tidal shift work, operating the locks, taking lines for ships entering/exiting the port and acting as crew/safety member in getting the pilot onboard or off the ships we have in.

Pathways

AS levels: Sociology, Photography

A levels: English Literature, Philosophy & Ethics

The life I live

In my spare time I enjoy keeping active and meeting up with my friends. I love going out to places such as the cinema and particularly shopping. I am also currently training as a carer so I can help others in my spare time.

CORALYN TRACEY DIRECTOR MYBA

Average: £50,000 - £80,000



What do I do?

I manage a team of six, overseeing the administration of the tools we provide for our sector of the superyacht industry: a multiple listing database for yachts available for charter, a business yacht show in Barcelona, electronic contracts website, intranet for Members, etc. What I most enjoy is the unpredictability, the diversity, the ever-changing challenges and quite simply working in this fascinating and unique industry.

Pathways

Post Grad: Diploma Semi-Specialised Translation
Degree: BA in Modern Languages & International Studies (French, Spanish, English, Politics and Economics)

EMILY FOWLES THIRD ENGINEER RFA

Starting: £14,000

Average: £34,000

Senior: £80,000



What do I do?

I mostly do preventative maintenance – this means doing work on equipment before it breaks to save time and money. This is rewarding as it means that your equipment will be running without failure. The thing that I enjoy most about my work would probably be being able to take equipment apart when it's not working and fix it so that the ship has maximum capability.

Pathways

A levels: These took me down a foundation Degree route, which involved three phases at college with two sandwich phases at sea, learning the job in a practical, hands-on environment.

MARYROSE QUINN CUSTOMER OPERATIONS AGENT P&O FERRIES

Starting: £18,000



What do I do?

I work in P&O Ferries Larne shore side. My job role is a Customer Operations Agent which falls in the customer service category. I deal with customers, both in person and over the telephone. I am checking customers in, making bookings and taking payments, all whilst providing a polite and friendly service.

Pathways

GCSEs: Maths (C), English (C), Art (B), Science (C), Hospitality (C), Learning for Life & Work (C)
Level 3 Sports Science (Merit)
Level 3 Travel & Tourism (Merit)

ZUZANNA FELINE PRINCIPAL MARITIME ENGINEER WSP UK LTD

Starting: £20,000

Average: £50,000

Senior: £80,000



What do I do?

I am a Maritime Principal Engineer and my job is advising the clients during all stages of delivering port infrastructure projects. This means I get involved in projects from as early as feasibility studies and concept designs to overseeing construction on site and commissioning of work. It is also crucial for me to understand how ports work and the equipment they operate.

Pathways

Masters: MSc Civil Engineering
Degree: BSc Civil Engineering

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www.wisecampaign.org.uk

TRAINER

- Understanding and helpful
- Understands how people learn differently
- Thrives on helping others improve
- Good at simplifying complex information
- Can think of creative ways to get information to other people
- Good listener
- Passionate about sharing knowledge
- Efficient
- Organised



KATE TYRER COMMUNICATIONS EXECUTIVE SHOREHAM PORT

Starting: £23,000
Senior: £75,000



Who am I?

My role doesn't currently require me to be a trainer in a direct sense, but I think that we all learn from each other at my job. While social media may seem like second nature to people who are in my role it's not something everyone will fully have a hold of, and I am always happy to explain the work that I do to my colleagues, just as they do for me.

What do I do?

The key things that I do at work include updating and managing our social media channels (Facebook, Twitter, LinkedIn and Instagram);

writing our weekly press releases which are news stories that we send round to local news sites and other relevant places; writing content for our website and publications such as our digital newsletter; as well as capturing images, videos and recording our podcast, of which I am the host.

Pathways

Degree: BA (Hons) Media & Communications, University of Sussex

AS levels: Film Studies

A levels: Classical Civilisation, English Language & Linguistics, Photography, Philosophy & Ethics

The life I live

In my spare time I love to grow plants - I've become a bit of a botanist! I also really enjoy comedy and am usually either listening to a comedy podcast or looking to buy tickets to the next stand-up comedy show I can find - I enjoy the wit and clever building of jokes!

ALEX PICKERING PROJECT MANAGER BABCOCK INTERNATIONAL GROUP - MARINE SECTOR

Starting: £29,000 - £30,000



What do I do?

The main purpose of my job is working with people. I manage project requirements, schedules, budgets and resources to make sure that projects deliver on time, and in line with the requirements of the customer. I joined Babcock on the Engineering Graduate scheme and spent two years doing 3-4 month placements all over the business - a brilliant opportunity to try-before-you-buy and I was able to experience lots of different aspects of the site and the hugely varied engineering we do here.

Pathways

Degree: Masters Degree Mechanical Engineering (with one year in industry)

A levels: Maths, Further Maths, Physics, History

JANET FALLON VICE PRESIDENT (MARINE LAWYER) MARSH JLT SPECIALITY LTD

Senior: £70,000



What do I do?

In the insurance industry a lot of time is spent negotiating renewals with underwriters on behalf of clients and trying to get the best coverage/price for their coverage, taking into account the nature of the client's operations, claims record and the current climate in the marine insurance market. It is always hoped that the main outcome of my work is a happy client! The thing I most enjoy about my job is travelling to meet the clients - particularly those based in Canada and Argentina.

Pathways

Degree: LLB (Hons) 2:1, Solicitor

MARIETTA WELBURN PROJECT COORDINATOR ASSOCIATED BRITISH PORTS

Starting: £20,000
Average: £27,000
Senior: £37,000



Who am I?

I think the personality assessment is quite accurate. People I have worked with tend to say I am helpful and good at simplifying complex information. I tend to work well with people who are very motivated and hard working. I find that if someone really excels in their field, then it makes me want to work harder. I really enjoy when people share knowledge with me as I am always willing to learn new skills. I like people who find solutions, not just problems.

What do I do?

The main thing I do is help the rest of my team to be coordinated. We are a busy team who look at planning the future development for one of the

UK's biggest international ports. My daily tasks include scheduling meetings, reviewing documents and chasing up consultants for their work. My favourite part of my role is learning every day.

Pathways

HNC: Level 3 Marine Engineering, Construction & Systems Maintenance (currently studying)

Degree: Law (1 year only)

NVQ: Level 2 Information Technology Access to Higher Education Diploma - Chemistry, Biology, Law, Study Skills

GCSEs: Biology, Chemistry, Physics, Economics, English Language, English Literature, Maths, Sports Science, Design Technology (Resistant Materials)

The life I live

I love spending time with my family and going on day trips. I have a real love for animals, so we often go to the zoo or the local farm. I'm really in to my exercise and enjoy swimming, paddle boarding and being outside. I'm quite spiritual and am grateful for everything positive in my life.

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INVESTIGATOR

- Likes to work things out logically
- Good at collecting ideas and information from people (and things)
- Good at understanding lots of different things
- Works well in a team
- Great at remembering facts (and putting them together)
- Problem solver
- Honest and ethical
- Cooperative and intelligent
- Enjoys reading



SAMANTHA BELFITT 3RD OFFICER DFDS

Starting: £23,000 - £30,000
Senior: £60,000+



Who am I?

I'm often in charge of a team of people in a practical situation such as the mooring of the vessel and during loading and unloading of vehicles. I like challenges and looking at the bigger picture. One of my best qualities is seeing what people's strengths are and utilising those to complete the task. I'm always looking at how things can be improved as I hate the phrase "but this is how we've always done it".

What do I do?

My main duties consist of the navigation of the vessel between ports, loading officer in port,

maintenance of vital ships equipment relating to safety, emergency equipment and training. I love the variety my work brings. I am someone who gets bored very easily and I really like how I am constantly doing something different every day. Every crossing is different even though we go between the same ports and there are always plenty of challenges.

Pathways

Degree: BSc (Hons) Aviation Technology with Pilot Studies
Foundation Degree in Nautical Science
A levels: Maths, Physics, Design Technology

The life I live

My job is great as I only work for half the year. I currently work two weeks on/off so I have a lot of time to hang out with friends and family. I like to use my free time to catch up with friends, even if it is just staying in with a take-away and a movie. I also do a lot of volunteering as I am a Careers at Sea Ambassador but when I'm not giving speeches or attending meetings, I love to relax at home with my boyfriend and our cat and watch Netflix or play video games.

JENNY GILBERTSON CIVIL PROJECT ENGINEER NORTHERN LIGHTHOUSE BOARD

Average: £34,000-£37,000



Who am I?

The three personality types (Quality Controller, Manager and Investigator) match me in that I'm proactive, motivated and enjoy problem solving. I also like working things out logically and am good at remembering facts. I'm an adaptable, trustworthy person and work well in a team. The personality types also match the job that I do in that there is a lot of organisation and management involved to plan and carry out projects. My job also requires me to collect ideas and information from people (and things) and understand lots of different things.

KELLY IRWIN DEPUTY HEAD (OPERATIONS) DEPARTMENT FOR TRANSPORT

Average: £50,000 - £70,000



Who am I?

Looking at different ways to do things is something that I love doing. Just because things have not broken doing the same thing the same way for years does not mean that the new way will negatively impact the process. It may well make it even better.

What do I do?

My role involves working with international partners on Maritime Security. I love working with a diverse security community overseas. I could spend the day on calls and in meetings before

What do I do?

I survey lighthouses, produce documents for projects to refurbish or carry out maintenance to them and go to sites to check progress of work. The thing I like most is getting to go to remote lighthouses by helicopter or boat.

Pathways

Degree: Masters in Civil & Environmental Engineering, University of Edinburgh
A levels: Maths, Physics, Music
GCSEs: Maths, English, Physics, Chemistry, Music, Art, Latin

The life I live

I enjoy hill running and walking, climbing, kayaking and playing tennis and squash. I like to balance this with cooking nice meals. I also play musical instruments and play percussion in an orchestra, and enjoy painting, drawing and lino printing.

dashing to the airport to catch a flight to another country. Once there, I can meet with Government Officials to discuss Maritime Security and how we can share best practices. In between I will be working on different projects within my team. Tomorrow will be completely different.

Pathways

Degree: Bachelor of Arts

The life I live

Although my job involves a fair amount of travel, I still enjoy doing the travel piece as a tourist. I also enjoy tapping into my creative side and often pick up a paint brush. Going to gigs and music festivals is also one of my favourite pastimes!

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CAMPAIGNER

- Persuasive
- Understands what motivates people
- Has lots of creative ideas
- Good with words
- Organised and good at meeting deadlines
- Good listener
- Passionate
- Likes to help people work together
- Leaves a good first impression



RACHEL DUNN MARINE PILOT MOD CIVIL SERVICE

Starting: £43,000
Average: £53,000



Who am I?

Campaigner fits well as I am very persuasive needing to get the bridge team to carry out the move as I have planned due to my ability and knowledge. Leaving a good first impression. Masters of ships often ask for me for their sailing as they have been more than happy with my knowledge and ability for their arrival!

What do I do?

My main task as a pilot is to safely get the ship from A to B, be it from berth to berth or sailing a

vessel in or out. The safety of both the vessel and the tug crews I am operating with, the safety of the port and all stakeholders and the environment. No two tasks are ever the same, even if it is the same size of ship moving to the same berths. The variance in elements always alter the way the vessel reacts I have carried out the same move in light winds in beautiful sunshine or alternatively in 50 to 60 mph and rain.

Pathways

A levels: Maths, Physics

The life I live

I am happily married with three grown daughters, dispelling the myth that you cannot maintain a career at sea and have children. I enjoy cycling and walking with my dog. I used to enjoy skiing until I broke my leg doing the same.

CHARLOTTE GIFFORD MARINE INFORMATION OFFICER ASSOCIATED BRITISH PORTS

Starting: £21,000



Who am I?

My personality types are a strong match for my role; as a Marine Information Officer I spend a lot of time relaying important information to a variety of people, so having good communication skills is vital. There are so many variables that impact our work that it is important to be able to think outside the box to come up with solutions to all manner of different situations, whether working independently or as part of a team. There are always new, interesting challenges to deal with regardless of whether you are in an office on your own or on a working quayside!

CATHRYN MOIR CHIEF CATERER NORTHERN LIGHTHOUSE BOARD

Starting: £31,000
Senior: £34,000



What do I do?

I run the catering department and am in charge of the cook, although we work as a team and we can ask each other to do something to help us both out. I most enjoy finishing at the end of the day, getting showered, chilling and watching TV. In the catering department, you are first up and last to finish, but you get a couple of hours off in the afternoon to compensate for this.

Pathways

Certifications in Catering, Efficient Deck Hand and Able Seaman, including medical care aboard ship, fire fighting at sea, sea survival, boat handling, crane operation, rigging and slinging, ship's cook silver service.

What do I do?

As a Marine Information Officer I am the communicator between the Harbour Authority and the local ship's agents. For explanation, a ship's agent acts on behalf of a vessel to arrange and be responsible for all of the requirements that the ship will need while in port. Mustering the Pilots is the single most important part of my role because if I don't notify them in due time that they have been allocated for a particular job, they won't be able to provide the service!

Pathways

FE: Foundation Diploma in Port Agency.
Now studying for an Advanced Diploma in Port and Terminal Management.
A levels: I left school before achieving these.

The life I live

I really enjoy cooking and find it a good way to de-stress after a busy day. Whether it's yoga, dancing, seeing friends or just sitting and watching a movie, knowing how to recharge and keep a smile on your face is absolutely crucial in such a busy world.

KAREN PURNELL MANAGING DIRECTOR ITOPF LTD

Starting: £50,000
Senior: £80,000



What do I do?

At the start of my career I was a Technical Advisor and my job was to be available 24/7 to travel anywhere in the world to assist local people to try to minimise environmental and economic damage caused by an accidental spill of oil or chemicals from a ship. I would have at most, a day's notice, but more often just a few hours' notice before needing to board a plane to go to the country affected.

Pathways

PhD: Chemical Physics
Degree: Royal Society of Chemistry
FE: ONC/BTEC Biology; HNC/BTEC Chemistry; HNC/HTEC Chemistry

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COORDINATOR

- Organised
- Good at communicating what people want
- Provides a service and can deliver what people need
- Works well with others
- Willing to help when needed
- Patient and compassionate
- Pulls people together
- Gets things done on time and budget



VICKY FITZPATRICK HR ASSISTANT ASSOCIATED BRITISH PORTS



Starting: £20,000
Average: £35,000
Senior: £100,000+

Who am I?

Being a good communicator is an important skill for being a good HR professional as our job is based around being able to talk to employees. This includes good listening skills and the ability to be empathetic with people's problems – a key part in keeping employees engaged. This means making sure our employees love coming to work and really enjoy what they do in the workplace.

What do I do?

Similar to a school, businesses have rules which the people need to follow. Part of my job is to

make sure all the people in the business follow those rules to make sure our people are kept safe. Safety is always our top priority. I also make sure we get the right people into the jobs – this is called recruitment. Recruitment is very important to HR as without having the right people doing the right things at the right time the business cannot operate properly. Another part of my role is to increase the capability of our people. This means making them better at what they do, so as a business we move forward.

Pathways

Advance National Diploma in Travel & Tourism (City & Guilds)
Intermediate Diploma in Human Resource Management (Level 5)
Personnel Development (Level 7)

The life I live

In my free time I enjoy catching up with my friends and family. I also have two dogs who love going to the beach or the forest. I also enjoy travelling and going to new countries – this year I visited Jamaica and Paris.

What do I do?

My primary role at Associated British Ports (ABP) is reputation management, or in other words, making sure that all internal and external stakeholders (from customers and local community members, to the media and the government) have a positive opinion of ABP. I enjoy a lot of elements of my job, from research to writing and conceptualising designs but I think my favourite moments are those, when I can see a tangible difference being made to the lives of people living in and around ABP's ports, thanks to a campaign organised by my team.

Pathways

Masters: MSc in Politics and Communication
Degree: BA in Politics & East European Studies

The life I live

I like to watch independent films and read books that make you see the world from a different perspective. Other than that, I enjoy spending time with my wonderful husband, friends and family, whether it's on the couch watching a film, sightseeing, skiing or swimming.

ANISA COSI SENIOR PM/ENGINEER (TECHNICAL) PORTSMOUTH CC/ PORTSMOUTH INT'L PORT

Starting: £28,000
Senior: £45,000



What do I do?

I'm responsible for large projects and developments between £1-10m. I manage the project from the initial phase and look at its feasibility and the budget. I also work on the delivery phase, managing the works on site with the contractor. My main live project now is the redevelopment on one of the main berths at Portsmouth International Port – to level and further extend it seawards to be able to accommodate ships up to 255m in length.

Pathways

Masters: MSc Civil Engineering with Environmental Engineering
Degree: Civil Engineering, Environment Branch

LINDSAY BRIGGS APPR. ELECTRICAL MAINTENANCE ENGINEER ASSOCIATED BRITISH PORTS

Starting: £12,000
Average: £28,000 - £35,000



What do I do?

We do some regular servicing of the cranes but can be called upon to fix almost anything on the port. I might climb 120ft in a harness to fix a lighting tower, drive a cherry picker or scissor lift, or troubleshoot why any of the many pieces of plant or machinery aren't working, and try to fix them. On a slow day I might put some new lamps in a building or be up a street lamp. We are out on high access equipment in the elements all year round.

Pathways

FE: City & Guilds Electrical Installation L2 & L3
BTEC L3 Electrical Engineering
GCSEs: 10 (A-C)

PRESSIANA NAYDENOVA CORPORATE COMMUNICATIONS ADVISOR ASSOCIATED BRITISH PORTS

Starting: £25,000 - £30,000
Average: £40,000 - £50,000
Senior: £50,000 - £70,000



Who am I?

Coordinator implies being good at working with others, getting things done on time and budget and being organised. A big part of my job day to day is managing communication flows across various media channels and motivating others to organise memorable and newsworthy events, so I think this is an accurate description of who I am.

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EXPLORER

- Inclined to investigate, eager for knowledge, extremely curious and inquiring
- Practical
- Likes to understand why things happen
- Good at researching/ experimenting
- Comfortable working alone
- Likes to solve problems and puzzles
- Good at listening to other's ideas
- Resilient
- Curious
- Likes to be the first to know and understand
- Can be competitive
- Enjoys finding information



HEATHER ENNESS SECOND OFFICE DPO MERCHANT NAVY

Starting: £28,000
Average: £42,000
Senior: £60,000



Who am I?

Even though I personally don't feel that Explorer suits me, or at least initially, I can see why it fits my job well. You have to be comfortable working alone as you may be the sole officer on the bridge when doing a day time navigational watch. You have to be resilient in this job and it is very much a practical job. I am actually all of those things!

What do I do?

My extra duty on board ship is as the Safety Maintenance Officer, meaning that it is my responsibility to ensure that all the life-saving

appliances on board are in good working order, and that I carry out remedial work should it be needed. Ultimately, the main objectives of any seafarer are the safety of the crew, the vessel and the environment. I'd be lying if I didn't admit to the time off and the pay being the things I most enjoy about my job. I have been to some crazy and wonderful places during my career to date – countries people haven't even heard of!

Pathways

Degree: BSc (Hons) Marine Studies (Merchant Shipping)
NVQ Merchant Vessel Support Level 2
NVQ Merchant Vessel Operations Level 3
A levels: Music, Geography, Design Technology

The life I live

The nature of my job means that, on average, I only work half the year eg. I work away for 5 weeks but then get 5 weeks at home. I volunteer as a Careers at Sea Ambassador, spreading the word of the Merchant Navy to local schools; and as a hospital radio presenter for Radio Warneford at Warwick Hospital. I've joined a local community choir and have sung in a few concerts with them.

STEPHANIE FLYNN COMMUNICATIONS MANAGER

ABERDEEN HARBOUR BOARD

Starting: £27,000
Average: £39,000
Senior: £60,000



Who am I?

These personality types certainly suit a PR and Marketing role. Those working in the industry need to think outside the box, be driven to make changes, work independently and encourage colleagues into action. The PR industry is very competitive, especially when working in specialised sectors like Maritime, so confidence and the ability to understand every aspect of the business is needed.

What do I do?

My work can be divided into several segments: media management (sourcing and writing news

stories and ensuring they are published in the right place); digital management (keeping our social media channels and website up-to-date); conferences and exhibitions (ensuring we are at the right conferences/exhibitions with good stands and displays); developing marketing materials (including filming, photography, writing brochures) and stakeholder engagement (working with our sponsored charities and other partners).

Pathways

Masters: Journalism
Degree: BA (Hons) History

The life I live

I am a self-confessed bookworm – my excuse for reading so much is that it helps me with my work! Being able to write well is a vital part of working in the PR industry, so reading a broad range of material really helps with writing and language skills. As well as fiction, I read biographies, magazines (the New Yorker is my favourite), newspapers and blogs. I am determined to write my own book one day, and I also really enjoy cooking after a busy day at the office!

SANTA TETERE DECK OFFICER TRINITY HOUSE

Starting: £27,000
Average: £40,000



Who am I?

My job involves making spontaneous decisions as well as well-planned ones. Two days are never the same – that is the nature of the job – operations to complete and different destinations on a daily basis. It is important to be in control of the unexpected situations and operations – however, I need to be open-minded and ready to solve difficulties on the spot, if they arise.

What do I do?

Two days are never the same. How colourful the day is, is dependent on the vessels operations: day

at port, completing loading/discharging of cargo, day at sea, observing spectacular sunsets / sunrises / taking star sights.

Pathways

FE: HND

The life I live

Travelling is a very big part of my life. I always liked travelling and now I'm lucky enough to achieve it through my work as well as in my free time. I'm due to work for four months and have three months completely free. I only have a few more countries to visit before I tick my travelling bucket list off. On the time off work I do spend quality time with family and friends, and visit theatres, concerts and festivals.

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COMMUNICATOR

- Confident
- Understands the audience and the importance of communicating information to different people
- Good with words and languages
- Good with words and numbers
- Good at simplifying complex information
- Good listener
- Emphatic
- Good at engaging audiences
- Open minded



content, graphic design, digital marketing, event coordination, planning or strategy – everyone can attribute their skills one way or another. Media relations is a key part of my role at ADPR, and writing is an important part of what we do every day, whether it's writing a news release, a social media post or a technical feature for a B2B maritime publication.

Pathways

FE: HNC Business and Management (foundation degree)

A levels: Cambridge Technical Subsidiary in Business (Distinction), IT BTEC Level 3 (Distinction), Media Studies (C)

The life I live

I am always dreaming of my next holiday. Day to day I like to keep fit and I love cooking, which definitely comes from working in a restaurant for so long and tasting amazing food every day! I also have a passion for house renovations and am looking forward to doing my own one day.

AMBER HURN GIS ASSISTANT (CARTOGRAPHER)

PORT OF LONDON AUTHORITY

Starting: £18,000 - £22,000

Average: £20,000 - £30,000

Senior: £30,000 - £47,000



Who am I?

Communicator matches myself the most. I try to work things out on my own however I am always asking questions, getting work checked and updating my manager on where the work is at. Through good levels of communication a task can be achieved more efficiently and to high standards, as a project is less likely to get too far being completed incorrectly if it is being discussed along the way.

What do I do?

The organisation's online GIS system was created

KARINA ALBERS SHIPBROKER ALSTERTRADER

Starting: £25,000

Senior: £50,000-£200,000



What do I do?

I communicate a lot with people all over the world, I have to take in a lot of information that I get from emails and colleagues and process it fast in order to be the first to tell my clients. I have to run calculations in my head and either on paper or on the screen whilst I speak with people to be able to advise them whether the market level is good or whether they should wait before concluding a fixture.

Pathways

A levels, Shipping College, Futures & Option Trader, Fellowship of Chartered Institute of Arbitrators

to allow all members to see the data they may only currently have on paper in a very visual way on a computer. Therefore, most of the outcomes of my work have involved creating the 'layers' which get pushed up to this system online for organisation wide viewing. I have been involved with River Thames Safety Mapping (i.e. collecting data on locations/quality of life rings, ladders, boats and chains).

Pathways

Degree: BSc (First) Physical Geography with Geology, University of Brighton accredited by the Geological Society of London

A levels: Geography (A), Palmers University

The life I live

I enjoy kayaking, surfing, paddle boarding, skiing and snowboarding when on holiday. I enjoy activities or sports which contribute to improving my personal fitness/well-being such as pilates, yoga, running and visiting the gym. I also like to try and read when I can. Also, a more recent hobby of mine is attempting cryptic crosswords!

KATE BOLLANOU EXECUTIVE & WOMEN'S LEADERSHIP COACH KATE BOLLANOU COACHING

Starting: £99 per hour

Average: £150 per hour

Senior: £320 per hour

What do I do?

I help women in the maritime industry advance their careers by developing their executive presence and self-confidence. I absolutely love seeing women realising how capable and worthy they are and then going after their goals without letting any self-limiting belief stop them!

Pathways

MSc Shipping & Commercial Law, Southampton Solent University



LIBERTY ASH SENIOR ACCOUNT EXECUTIVE ADPR

Starting: £21,000



Who am I?

A key skill for a PR practitioner is to be a good communicator, so this fits with the work I do. The qualities of a good communicator include being good with words, a good listener, good at simplifying complex information, engaging, emphatic and open minded.

What do I do?

There is a lot of cross-over between PR and marketing, making a role in PR very versatile. Whether you are great at creating compelling

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MANAGER

- Motivated
- Understands how to motivate individuals and groups
- Adaptable
- Team orientated
- Open minded
- Encourages discussion and listens
- Compassionate
- Good organiser
- Good with money

I

CAROLE BRYER
GROUP CEO
AALMAR SURVEYS

Average: £80,000



What do I do?

I manage three businesses in London, Houston and Dubai to carry out ship surveys around the world. I oversee the finances of the group and monitor any potential problems coming up. I plan marketing activities to promote the business and find new clients – development of website, Linked In, Twitter etc. I organise travel to meet clients around the world or attend conferences and exhibitions.

Pathways

A levels: 3

FIONA MACKENZIE
CIVIL ENGINEER
ATKINS

Starting: £27,000
Average: £45,000
Senior: £85,000



What do I do?

I design maritime structures; these could include quay walls (e.g. river walls or cruise ship berths), jetties or slipways. I work with the Ground Engineering team who work out how the ground materials will affect the type of structure we need to design by producing a geotechnical analysis model. The outcome of this work is then put into drawings prepared by a CAD technician and used to construct the new structure on site.

Pathways

Degree: MEng Civil Engineering, Design & Project Management
A levels: Maths (A), French (B), Graphic Design & Communication (B)

AMY THOMPSON
OCEANOGRAPHER
OCEANWISE

Starting: £18,000 - £20,000
Average: £ 28,000
Senior: > £40,000



Who am I?

I think that the personality types for me are spot on – all of them involve either teamwork or elements of leadership, which are skills that I've really developed through my education, part-time and full-time jobs. I think that these personality types fit with my role because every day I must be really adaptable and support different parts of the business, depending on what needs doing.

What do I do?

The purpose of my role is to support both our 'Technical' and 'Operations' teams. This means

JEN MADDISON
HEALTH &
SAFETY ADVISOR
PORT OF TYNE

Starting: £20,000
Senior: £70,000



What do I do?

As an HSEQ Specialist I provide advice and assistance to the business on issues relating to health, safety, environment and quality. My role at the Port includes working quayside with the team which loads and discharges ships, working with the engineering team in charge of large infrastructure projects and also checking on any contractors working on site.

Pathways

Degree: MEng Structural Engineering & Architecture
A levels: Maths, Physics, Art, General Studies

that my work is split between the office and site work. I've learnt some interesting skills since starting, including soldering wires and cable connectors, get an electrical motherboard ready and programming the sensors before we install them. I love how many different aspects there are to my position, and I'm really looking forward to developing these skills and lots of others in the future.

Pathways

Masters: Oceanography (Integrated Masters)
AS levels: Photography, Extended Project Qualification (Perspectives in Science)
A levels: Biology, Chemistry, Geography

The life I live

I love gardening and grow my own fruit and veg in the summer, and I'm trying to make my garden as friendly to wildlife as possible. I love being in the outdoors whenever I can be, for walks, treks or trips to the beach. I try to take nice pictures and sometimes paint them, and I also love music, going to gigs, festivals and camping with my friends.

SARAH CRAWFORD
HSSEQ
COMPLIANCE ADVISOR
ABERDEEN HARBOUR PORT

Starting: £22,000
Average: £32,000 - £40,000
Senior: £60,000



What do I do?

The thing I enjoy most about my role is that it's very versatile. Instead of being only a desk job, HSSEQ Compliance requires me to get out and about on-site, observe and analyse works procedures and carry out tours. It means that I work with many colleagues from different disciplines within the organisation, e.g. with the Marine, Finance or Engineering Departments. So, I am always learning and understanding how the different departments liaise to ensure the success of the company as a whole.

Pathways

Degree: BA (Hons) Law & Management Degree, Robert Gordons University

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INFLUENCER

- Diplomatic
- Good at explaining so that people understand
- Good with detail
- Can work on their own or in a team
- Good at finding and reviewing information
- Can think outside the box
- Thorough and reliable
- Polite
- Has leadership qualities



FIONA VICK ELECTRICAL TECHNICIAN ATKINS

Starting: £27,000
Average: £45,000
Senior: £85,000

Who am I?

When I'm asked to complete jobs, I need to explain what's required so that they understand what has to be done and how long this may take. I have to be very good with the details and keep extensive records. Sometimes things don't always go to plan in my job with equipment and maintenance, so there has to be thinking outside the box. I always have to be thorough and reliable, and as I am the only person in my role within the company, I need to make sure I can be relied upon.



What do I do?

All equipment to be installed on lighthouses and buoys comes through the workshop I work in first, to be tested for functionality and any faults. So I get to work on a large variety of equipment which I enjoy hugely, as every day is different. I'm always getting to learn new things and being able to share what I have learnt with the rest of the team, which is great. We have a great team of technicians at the lighthouse board; also all the support teams are really helpful and it works really well allowing us to get on with the work we need to complete.

Pathways

HE: HNC & SVQ Level 3 Maintaining Electricity Generation Systems

The life I live

I love to spend time with my kids. We love to walk our dog and enjoy the countryside near our home. We are currently building our home and have been living in a caravan for over a year now. It's been an experience, some of it good and some bad!

CARLY FIELDS MAGAZINE EDITOR CARMAR MEDIA

Starting: £21,000
Average: £45,000

Who am I?

As an information gatherer, I relish learning, but the skill that I have which puts me at the top of my game is being able to accurately validate, verify and weight every lead that I find. The news and feature topics that I decide are important influence tens of thousands of maritime industry specialists around the world every day.

What do I do?

Primarily, I'm a specialist maritime Editor and Journalist. But at heart, I'm a shipping person so that means that I branch out into other



maritime-related areas. Over my career, I have written and delivered bespoke shipping courses at international locations, given guidance to shipping companies on media relations and engaged in consultancy work on specific sectors.

Pathways

Degree: BSc (Hons) Maritime Studies (First)
A levels: 5

The life I live

I'm a very keen badminton player, playing in the county leagues for a mixed doubles and ladies team. I love the competition and also the camaraderie of a team sport. I also love reading high fantasy books, although finding really good ones can be difficult!

MHAIRI WREN MARINE OPERATIONS SUPERVISOR NORTHERN LIGHTHOUSE BOARD

Starting: £27,500

What do I do?

As a Lighthouse Authority we manage all lighthouses and buoys in Scottish waters. My role is mostly administration but very varied. I prepare and update programmes in relation to buoyage and order stock, such as batteries and solar panels, to allow buoys to be built. I organise a change of 66 crew every 28 days, organise berthing for ships and carry out the role of the Port Facility Security Officer.

Pathways

Degree: BA Business Management



RACHEL NICHOLLS-LEE DIRECTOR WHISKERSTAY LTD

Average: £50,000 - £80,000

What do I do?

I'm the owner of my own naval architecture consultancy. I work from my office at home or travel to different companies and work in-house where required. The work is varied - with projects using 3D design software, maths and physics one day, to project management the next. Jobs can be anything from a stability analysis of a vessel to ensure it will float upright and level, to the full design of a naval vessel.

Pathways

Degree: MEng Ship Science (Yachts & Small Craft)
AS levels: Further Maths
A levels: Maths, Physics, Chemistry, Art



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DEVELOPER

- Creative
- Interested in the world around them and how to make it better
- Understands the needs of others
- Likes to make things better (products and services)
- Can work on own or in a team
- Enjoys learning new things
- Flexible and practical
- Inquisitive and strong willed
- Problem solver



FIONA HARLOW CIVIL ENGINEER ATKINS



Starting: £26,000
Average: £45,000
Senior: £60,000 - £80,000

Who am I?

The Developer type matches most with the work I do. My daily job involves being flexible and a problem solver. I can be working either on my own or part of a team and I learn something new every day. I love developing a solution to a real world problem that helps other people.

What do I do?

I love the fact the outcome of my work becomes real world objects that help people go about their daily lives. My main role is in the design office where I try and find innovative solutions to clients'

problems. This varies from structural calculations of quay walls, to going out to sites to assess damage and condition of existing structures, to preparing drawings for planning consents. The best part of my job is that it is interesting and varied work for me and at the same time helps solve people's problems.

Pathways

Degree: MEng Civil Engineering
A levels: Maths (A), Physics (B), Geography (B)

The life I live

In my spare time I love to be outside, either trying to grow vegetables in the garden or going sailing.

FENA BOYLE POLICY MANAGER (SAFETY)

UK CHAMBER
OF SHIPPING

Average: £40,000



What do I do?

As I work for a membership organisation, I am always at the end of an email to help people with any safety related queries. We seek information from our members on the policies they would like to see created and implemented to ensure ships are safe. I also get to work on many different projects that focus on specialised topics and even get to be creative, through designing promotional materials, making industry videos and putting on events.

Pathways

FE: HND Nautical Science, Nautical College
GCSEs: 10 including Maths, Double Science

TESSA GORDELIER RESEARCH FELLOW UNIVERSITY OF EXETER

Starting: £27,500
Average: £40,000
Senior: £60,000



What do I do?

The main thing I do is work on wave energy devices, designed to generate electricity from waves in the sea. I work on the mooring systems which hold the devices to the seabed and I try to understand how we can make the systems stronger and/or monitor them in use. I love the variety in my job; that I get to design systems at my computer and then I get to implement the designs in testing programmes in labs or in the sea.

Pathways

Masters: Mechanical Engineering (2:1)
AS levels: Philosophy (C)
A levels: Maths (A), Physics (A), Biology (A)

VICKIE FOX PORT & TERMINALS UNDERWRITER

IGI

Starting: £20,000
Average: £50,000
Senior: £100,000



What do I do?

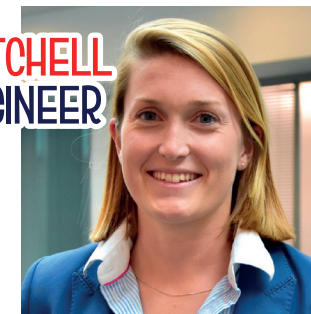
I enjoy picking apart the various elements of a business so that I can understand the processes and the potential risk that goes with all the activities. Problem solving and bespoke solutions are a significant part of my role which gives me great satisfaction.

Pathways

Degree: BSc (Hons) Geography
A levels: Leaving Certificate (Irish equivalent of A levels)

NATALIE MITCHELL MARINE ENGINEER BAE SYSTEMS SUBMARINES

Starting: £35,000
Average: £55,000
Senior: £75,000



What do I do?

I am responsible for the Above Water Surveillance and Command & Control equipment on two classes of submarine. My role is to ensure the engineering behind these systems is to the correct level and is completed on time for the customer. I'm extremely proud that my work contributes to the safety of our country (as part of the Continuous At Sea Deterrent – a mechanism that has protected the UK for the past 50 years) and to be involved in ensuring our Royal Navy is the most advanced in the world.

Pathways

Degree: MSci Chemistry and Physics
A levels: Chemistry, Physics, Maths, Further Maths, Geography

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QUALITY CONTROLLER

- Trustworthy
- Natural sense of justice
- Good with detail
- Curious
- Good at managing risk
- Fair, honest and ethical
- Proactive
- Challenges the way things have always been done
- Likes to keep people safe



ALISON TAYLOR CREWING & TRAINING MANAGER SVITZER

Starting: £25,000
Average: £40,000
Senior: £60,000



What do I do?

The main outcomes to my work are to ensure that we have the right people in the right place at the right time with the right skills onboard our vessels. The main focus areas are recruitment, development, performance management, promotions and succession planning. The thing I enjoy most about my job is the variety. Travelling around Europe meeting colleagues and crew from different countries that have different outlooks on life.

Pathways

Degree: BA (Hons) European Business & French
A levels: Business Studies, French, Music, General Studies

HANNAH KITE CHIEF OFFICER MERCHANT NAVY

Starting: £30,000
Senior: £70,000



What do I do?

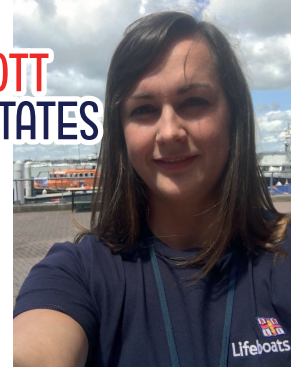
As a Chief Officer I mentor cadets on board. I enjoy seeing the new generation starting out on their careers and take satisfaction from seeing them progress. I also always take time out to ensure the crew on board are happy and healthy. I love problem solving, working in small teams and working on the water. There is something unique about working at sea.

Pathways

FE: Entry to cadetship with GCSEs
HND Nautical Science

HELEN PIGGOTT COASTAL ESTATES ENGINEER RNLI

Starting: £28,000
Average: £34,000
Senior: £43,000



Who am I?

Ensuring all work conducted for the RNLI under my instruction is of high quality is a key part of my job, as is demonstrating good value for money and maintaining high quality data and information for the charity on its assets. Working for such a client it is of the utmost importance to make sure you are instructing people in such a manner so as to ensure you get a good quality product at the end.

What do I do?

I organise maintenance of my lifeboat stations and other assets, from small repairs like leaky taps

JOANNE RAWLEY CHIEF OFFICER VROON OFFSHORE

Starting: £22,000
Senior: £31,000



What do I do?

I sail vessels! I am responsible for their safety and of all those on board. My duties include checking paperwork, work sites, maintenance, and ensuring risk assessments are up to date and being followed. All this means the vessel can operate safely and meet the many international and UK legal requirements, client expectations and company standards.

Pathways

Degree: BSc (Hons) Open University
FE: HND Nautical Science; Professional Diploma Marine Management
A levels: Biology & Physical Education; Adv GNVQ Business Studies

and wobbly door handles, to big alterations like extensions and major infrastructure overhauls. I love speaking to all the crews around the coast, understanding their different challenges and seeing how pleased they are with improvements I make to their facilities. Seeing a lifeboat crew launch whilst I am on station gives a real sense of pride and awe at what they do every day!

Pathways

Degree: MEng Masters in Civil Engineering
FE: Foundation year in Civil Engineering
City & Guilds in 2D AutoCAD Drafting
City & Guilds in 3D AutoCAD Drafting
A levels: Psychology, Sociology, Biology, Philosophy & Ethics

The life I live

I spend most of my spare time volunteering for different organisations in different capacities. I am part of a volunteer group aiming to improve the diversity of the construction industry called 'Build Diversity'. I am also an active STEM Ambassador and regularly go into local schools and youth groups to speak to young people about careers in STEM and how to get there.

SOPHIE APPLEBY ENVIRONMENT MANAGER ASSOCIATED BRITISH PORTS

Starting: £18,000
Average: £28,000
Senior: £60,000



What do I do?

Working within the Compliance Team my job is to ensure ABP is working responsibly and most importantly, looking after people and the environment. The main objectives are to measure our environmental performance and put in place plans to improve this. Last year, we managed to reduce the electricity used in our cruise terminals by more than 10% and by installing solar panels across the port buildings, in total we generate enough renewable energy to power 400 homes!

Pathways

Degree: BSc (Hons) Geography (First)
ABP Graduate Management Scheme
A levels: Geography, Maths, Physics, Art

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I don't have too much spare time between a full time job, being a mum to a three year old, a volunteer lifeboat crew member and a landlord for a small house I rent out. I do enjoy catching up with friends though and spending time outside when possible, especially if there's a lot going on at work there's nothing a quick 20 minute walk around the campus/offsite can't help to fix.

The life I live

Pathways
FE: HND Nautical Science
A levels: Applied Science, PE

What do I do?

I enjoy seeing the students succeed. There are numerous students here who will struggle either with the academics or life on board. Due to me teaching from level 3 (which is the level they start at when they arrive with us), all the way through to their level 4 HNC, or level 5 FD and then on to their final assessments, you get to watch the students develop into an officer and go on and graduate. It is very satisfying to watch someone who has struggled either academically or personally, or both, achieve their graduation scroll.



IZZIE DYKES

PROGRAMME LEADER (ORAL EXAMINATIONS)

BLACKPOOL & THE
FYLDE COLLEGE,
FLEETWOOD NAUTICAL CAMPUS

Starting: £28,000
Senior: £44,000

Who am I?

Confidence is key within my role as a lecturer at Fleetwood and as a crew member within the RNLI. If you're not confident the students won't believe in you, or a casually won't do as you ask and trust you. For both roles you must also have an open mind knowing that your way is not the only or best way and that others can help. However, you must be strong-willed enough to stand your ground when needed.

INNOVATOR

- Confident
- Understands what people want and need
- Creative and has lots of ideas
- Open minded
- Can solve problems creatively – can think of new ways to find solutions
- Strong-willed
- Influencer
- Good with money
- Good at leading people and taking charge



NICKY GOLDSBROUGH

DIRECTOR OF CORPORATE SERVICES

SHOREHAM PORT

Starting: £40,000



Who am I?

This aligns well with who I am as a person – I'm never short of ideas, my struggle is knowing which idea to implement first!

What do I do?

I work with great people who are all very passionate and enthusiastic. Ports are fascinating places with lots going on which makes for a great working environment. The human resources aspect of my roles includes interviewing, all aspects of recruitment, inducting new employees, pay and benefits, payroll and learning and

I'm really sporty and love being outdoors with my family and our dog. I enjoy rowing, cycling and stand up paddle boarding. The big advantage of working shifts is that it has gifted me the opportunity to train and compete in various sports and travel to competitions all over the world. I recently competed for Ireland at the World Coastal Rowing Championships in Hong Kong – my crew came 11th in our first ever world championships!

The life I live

Pathways
Working: I took a gap year to consider my future. I consequently worked part-time with P&O Ferries to earn a little money and subsequently was offered a full-time position in the Freight Department.
A levels: Art & Design (A), Biology (B), Physical Education (B)

We have little or no control over.

We may be a small port, we have regular ferries sailing every three hours and have three local sailing/yacht clubs, all located within port limits. The marine environment is ever changing, mostly due to environmental factors, something which we have little or no control over.



LISA LAMONT

MARINE
OFFICER
LARNE PORT
(P&O FERRIES)

Average: £32,000

Who am I?

I sometimes have to make decisions that may not fit with all stakeholders priorities, so it is important that I communicate these decisions with confidence and authority whilst maintaining good relations with them. It's also a good trait to be open minded and able to think outside the box to identify new creative solutions in an ever-changing environment.

What do I do?

The main responsibility of my job is to maintain good standards of marine safety within the port for all stakeholders who use Larne Port. Although

development. The communications work is largely digital, ensuring that key messages are interesting and engaging. Outside of the day to day tasks, I spend time working on projects at a National level that are important to the port and the industry as a whole. This work involves public speaking all around the UK, including large conferences.

Pathways

Post Grad: Diploma in Human Resource Practice (Level 7)
Degree: BSc Social Psychology

The life I live

I enjoy being in the great outdoors and spend a lot of time camping, cycling and walking. I also love sea swimming – but not at the Port!

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FOR COACH

- Understanding and creative
- Understands what people want and how to get them what they need
- Good at working with a wide range of people
- Takes pride in exceeding expectations
- Good listener
- Compassionate
- Trustworthy and honest
- Problem solver
- Friendly



ALEX PEARSON MARINE OPERATIONS ASSISTANT SHOREHAM PORT

Starting: £23,000



Operations Assistant. The first is being a crew member onboard our tugs. My main role is to pass or let go the lines, complete general cleaning and maintenance tasks onboard, and spend time on the wheel. The second is maintenance around the port – from collecting rubbish on our work boat on a daily basis, to painting onboard the tugs, fixing gates and pontoons and checking safety equipment regularly. Last, but not least, is acting as both Assistant Lock Master and Crew for our pilot boats. This requires tidal shift work, operating the locks, taking lines for ships entering/exiting the port and acting as crew/safety member in getting the pilot onboard or off the ships we have in.

Pathways

AS levels: Sociology, Photography
A levels: English Literature, Philosophy & Ethics

The life I live

In my spare time I enjoy keeping active and meeting up with my friends. I love going out to places such as the cinema and particularly shopping. I am also currently training as a carer so I can help others in my spare time.

Who am I?

I feel that coach particularly matches my personality and also relates to my current and previous job types. 'Good at working with a wide range of people' jumped out at me. This is due to the vast range of people I worked with, both in the forces and at the port. The ages within the port range from 20 to 60s and there are a vast array of personalities. I haven't yet met someone I have nothing in common with, which I love.

What do I do?

I have three main aspects to my role as a Marine

I am a Maritime Principal Engineer and my job is advising the clients during all stages of delivering port infrastructure projects. This means I get involved in projects from as early as feasibility studies and concept designs to overseeing construction on site and commissioning of work. It is also crucial for me to understand how ports work and the equipment they operate.

Pathways

Masters: MSc Civil Engineering
Degree: BSc Civil Engineering

GCSEs: Maths (C), English (C), Art (B), Science (C), Hospitality (C), Learning for Life & Work
Level 3 Sports Science (Merit)
Level 3 Travel & Tourism (Merit)

What do I do?

I work in P&O Ferries Larnae shore side. My job role is a Customer Operations Agent which falls in the customer service category. I deal with customers, both in person and over the telephone. I am checking customers in, making bookings and taking payments, all whilst providing a polite and friendly service.

Starting: £18,000

MARYROSE QUINN CUSTOMER OPERATIONS AGENT P&O FERRIES



I mostly do preventative maintenance – this means doing work on equipment before it breaks to save time and money. This is rewarding as it means that your equipment will be running without failure. The thing that I enjoy most about my work would probably be being able to take equipment apart when it's not working and fix it so that the ship has maximum capability.

Pathways

A levels: These took me down a foundation Degree route, which involved three phases at college with two sandwich practical, hands-on environment.

What do I do?

Starting: £14,000
Average: £34,000
Senior: £80,000

EMILY FOWLES THIRD ENGINEER RFA



I manage a team of six, overseeing the administration of the tools we provide for our sector of the superyacht industry: a multiple listing database for yachts available for charter, a business yacht show in Barcelona, electronic contracts website, intranet for Members, etc. What I most enjoy is the unpredictability, the diversity, the ever-changing challenges and quite simply working in this fascinating and unique industry.

What do I do?

Average: £50,000 - £80,000

CORALYN TRACEY DIRECTOR MYBA



ZUZANNA FELINE PRINCIPAL MARITIME ENGINEER WSP UK LTD

Starting: £20,000
Average: £50,000
Senior: £80,000



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UK's biggest international ports. My daily tasks include scheduling meetings, reviewing documents and chasing up consultants for their work. My favourite part of my role is learning every day.

Pathways
Level 3 Marine Engineering, Construction & Systems Maintenance (currently studying)
Degree: Law (1 year only)
NVQ: Level 2 Information Technology
Access to Higher Education Diploma – Chemistry, Biology, Law, Study Skills
GCSEs: Biology, Chemistry, Physics, Economics, English Language, English Literature, Maths, Sports Science, Design Technology (Resistant Materials)

The life I live
I love spending time with my family and going on day trips. I have a real love for animals, so we often go to the zoo or the local farm. I'm really in to my exercise and enjoy swimming, paddle boarding and being outside. I'm quite spiritual and am grateful for everything positive in my life.



MARIETTA WELBURN
PROJECT COORDINATOR
ASSOCIATED BRITISH PORTS

Starting: £20,000
Average: £27,000
Senior: £37,000

Who am I?
I think the personality assessment is quite accurate. People I have worked with tend to say I am helpful and good at simplifying complex information. I tend to work well with people who are very motivated and hard working. I find that if someone really excels in their field, then it makes me want to work harder. I really enjoy when people share knowledge with me as I am always willing to learn new skills. I like people who find solutions, not just problems.

What do I do?
The main thing I do is help the rest of my team to be coordinated. We are a busy team who look at planning the future development for one of the

TRAINING

- Understanding and helpful
- Understands how people learn differently
- Thrives on helping others improve
- Good at simplifying complex information
- Can think of creative ways to get information to other people
- Good listener
- Passionate about sharing knowledge
- Efficient
- Organised



JANET FALLON
VICE PRESIDENT
(MARINE LAWYER)
MARSH JLT
SPECIALITY LTD

Senior: £70,000

What do I do?
In the insurance industry a lot of time is spent negotiating renewals with underwriters on behalf of clients and trying to get the best coverage/price for their coverage, taking into account the nature of the client's operations, claims record and the current climate in the marine insurance market. It is always hoped that the main outcome of my work is a happy client! The thing I most enjoy about my job is travelling to meet the clients - particularly those based in Canada and Argentina.

Pathways
Degree: LLB (Hons) 2:1, Solicitor

KATE TYRER
COMMUNICATIONS
EXECUTIVE
SHOREHAM PORT

Starting: £23,000
Senior: £75,000



Who am I?
My role doesn't currently require me to be a trainer in a direct sense, but I think that we all learn from each other at my job. While social media may seem like second nature to people who are in my role it's not something everyone will fully have a hold of, and I am always happy to explain the work that I do to my colleagues, just as they do for me.

What do I do?
The key things that I do at work include updating and managing our social media channels (Facebook, Twitter, LinkedIn and Instagram);



ALEX PICKERING
PROJECT MANAGER
BABCOCK INTERNATIONAL
GROUP - MARINE SECTOR

Starting: £29,000 - £30,000

What do I do?
The main purpose of my job is working with people. I manage project requirements, schedules, budgets and resources to make sure that projects deliver on time, and in line with the requirements of the customer. I joined Babcock on the Engineering Graduate scheme and spent two years doing 3-4 month placements all over the business - a brilliant opportunity to try-before-you-buy and I was able to experience lots of different aspects of the site and the hugely varied engineering we do here.

Pathways
Degree: Masters Degree Mechanical Engineering (with one year in industry)
A levels: Maths, Further Maths, Physics, History

writing our weekly press releases which are news stories that we send round to local news sites and other relevant places; writing content for our website and publications such as our digital newsletter; as well as capturing images, videos and recording our podcast, of which I am the host.

Pathways
Degree: BA (Hons) Media & Communications, University of Sussex
AS levels: Film Studies
A levels: Classical Civilisation, English Language & Linguistics, Photography, Philosophy & Ethics

The life I live
In my spare time I love to grow plants - I've become a bit of a botanist! I also really enjoy comedy and am usually either listening to a comedy podcast or looking to buy tickets to the next stand-up comedy show I can find - I enjoy the wit and clever building of jokes!

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KELLY IRWIN
DEPUTY HEAD
(OPERATIONS)
DEPARTMENT
FOR TRANSPORT

Average: £50,000 - £70,000

Who am I?

Looking at different ways to do things is something that I love doing. Just because things have not broken doing the same thing the same way for years does not mean that the new way will negatively impact the process. It may well make it even better.

What do I do?

My role involves working with international partners on Maritime Security. I love working with a diverse security community overseas. I could spend the day on calls and in meetings before

- Likes to work things out logically
- Good at collecting ideas and information from people (and things)
- Good at understanding lots of different things
- Works well in a team
- Great at remembering facts (and putting them together)
- Problem solver
- Honest and ethical
- Cooperative and intelligent
- Enjoys reading



INVESTIGATOR

JENNY GILBERTSON CIVIL PROJECT ENGINEER NORTHERN LIGHTHOUSE BOARD

Average: £34,000-£37,000



Who am I?

The three personality types (Quality Controller, Manager and Investigator) match me in that I'm proactive, motivated and enjoy problem solving. I also like working things out logically and am good at remembering facts. I'm an adaptable, trustworthy person and work well in a team. The personality types also match the job that I do in that there is a lot of organisation and management involved to plan and carry out projects. My job also requires me to collect ideas and information from people (and things) and understand lots of different things.

What do I do?

I survey lighthouses, produce documents for projects to refurbish or carry out maintenance to them and go to sites to check progress of work. The thing I like most is getting to go to remote lighthouses by helicopter or boat.

Pathways

Degree: Masters in Civil & Environmental Engineering, University of Edinburgh
A levels: Maths, Physics, Music
GCSEs: Maths, English, Physics, Chemistry, Music, Art, Latin

The life I live

I enjoy hill running and walking, climbing, kayaking and playing tennis and squash. I like to balance this with cooking nice meals. I also play musical instruments and play percussion in an orchestra, and enjoy painting, drawing and lino printing.



SAMANTHA
3RD OFFICER
DFDS

Starting: £23,000 - £30,000
Senior: £60,000+

Who am I?

I'm often in charge of a team of people in a practical situation such as the mooring of the vessel and during loading and unloading of vehicles. I like challenges and looking at the bigger picture. One of my best qualities is seeing what people's strengths are and utilising those to complete the task. I'm always looking at how things can be improved as I hate the phrase "but this is how we've always done it".

What do I do?

My main duties consist of the navigation of the vessel between ports, loading officer in port,

maintenance of vital ships equipment relating to safety, emergency equipment and training. I love the variety my work brings. I am someone who gets bored very easily and I really like how I am constantly doing something different every day. Every crossing is different even though we go between the same ports and there are always plenty of challenges.

Pathways

Degree: BSc (Hons) Aviation Technology with Pilot Studies
A levels: Maths, Physics, Design Technology
Foundation Degree in Nautical Science

My job is great as I only work for half the year. I currently work two weeks on/off so I have a lot of time to hang out with friends and family. I like to use my free time to catch up with friends, even if it is just staying in with a take-away and a movie. I also do a lot of volunteering as I am a Careers at Sea Ambassador but when I'm not giving speeches or attending meetings, I love to relax at home with my boyfriend and our cat and watch Netflix or play video games.

Degree: Bachelor of Arts
Pathways

The life I live

Although my job involves a fair amount of travel, I still enjoy doing the travel piece as a tourist. I also enjoy tapping into my creative side and often pick up a paint brush. Going to gigs and music festivals is also one of my favourite pastimes!

dashing to the airport to catch a flight to another country. Once there, I can meet with Government Officials to discuss Maritime Security and how we can share best practices. In between I will be working on different projects within my team. Tomorrow will be completely different.

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CAMPAIGNER

- Persuasive
- Understands what motivates people
- Has lots of creative ideas
- Good with words
- Organised and good at meeting deadlines
- Good listener
- Passionate
- Likes to help people work together
- Leaves a good first impression



CHARLOTTE GIFFORD MARINE INFORMATION OFFICER ASSOCIATED BRITISH PORTS

Starting: £21,000



Who am I?

My personality types are a strong match for my role; as a Marine Information Officer I spend a lot of time relaying important information to a variety of people, so having good communication skills is vital. There are so many variables that impact our work that it is important to be able to think outside the box to come up with solutions to all manner of different situations, whether working independently or as part of a team. There are always new, interesting challenges to deal with regardless of whether you are in an office on your own or on a working quayside!

What do I do?

As a Marine Information Officer I am the communicator between the Harbour Authority and the local ship's agents. For explanation, a ship's agent acts on behalf of a vessel to arrange and be responsible for all of the requirements that the ship will need while in port. Mustering the Pilots is the single most important part of my role because if I don't notify them in due time that they have been allocated for a particular job, they won't be able to provide the service!

Pathways

FE: Foundation Diploma in Port Agency.
Now studying for an Advanced Diploma in Port and Terminal Management.
A levels: I left school before achieving these.

The life I live

I really enjoy cooking and find it a good way to de-stress after a busy day. Whether it's yoga, dancing, seeing friends or just sitting and watching a movie, knowing how to recharge and keep a smile on your face is absolutely crucial in such a busy world.

What do I do?

My main task as a pilot is to safely get the ship from A to B, be it from berth to berth or sailing a vessel in or out. The safety of both the vessel and

Who am I?

Campaigner fits well as I am very persuasive needing to get the bridge team to carry out the move as I have planned due to my ability and knowledge. Leaving a good first impression. Masters of ships often ask for me for their sailing as they have been more than happy with my knowledge and ability for their arrival!

Starting: £43,000
Average: £53,000

RACHEL DUNN
MARINE
PILOT
MOD CIVIL
SERVICE



Pathways
A levels: Maths, Physics

the tug crews I am operating with, the safety of the port and all stakeholders and the environment. No two tasks are ever the same, even if it is the same size of ship moving to the same berths. The variance in elements always alter the way the vessel reacts I have carried out the same move in light winds in beautiful sunshine or alternatively in 50 to 60 mph and rain.

The life I live

I am happily married with three grown daughters, dispelling the myth that you cannot maintain a career at sea and have children. I enjoy cycling and walking with my dog. I used to enjoy skiing until I broke my leg doing the same.

Pathways

Certifications in Catering, Efficient Deck Hand and Able Seaman, including medical core aboard ship, fire fighting at sea, sea survival, boat handling, crane operation, rigging and slinging, ship's cook silver service.

What do I do?

Starting: £31,000
Senior: £34,000

CATHRYN MOIR
CHIEF CATERER
NORTHERN
LIGHTHOUSE BOARD



Pathways

PhD: Chemical Physics
Degree: Royal Society of Chemistry
FE: ONC/BTEC Biology; HNC/BTEC Chemistry; HNC/HTEC Chemistry

What do I do?

Starting: £50,000
Senior: £80,000

KAREN PURNELL
MANAGING DIRECTOR
ITOPF LTD



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COORDINATOR

- Organised
- Good at communicating what people want
- Provides a service and can deliver what people need
- Works well with others
- Willing to help when needed
- Patient and compassionate
- Pulls people together
- Gets things done on time and budget



VICKY FITZPATRICK HR ASSISTANT ASSOCIATED BRITISH PORTS



Starting: £20,000
Average: £35,000
Senior: £100,000+

Who am I?

Being a good communicator is an important skill for being a good HR professional as our job is based around being able to talk to employees. This includes good listening skills and the ability to be empathetic with people's problems – a key part in keeping employees engaged. This means making sure our employees love coming to work and really enjoy what they do in the workplace.

What do I do?

Similar to a school, businesses have rules which the people need to follow. Part of my job is to

make sure all the people in the business follow those rules to make sure our people are kept safe. Safety is always our top priority. I also make sure we get the right people into the jobs – this is called recruitment. Recruitment is very important to HR as without having the right people doing the right things at the right time the business cannot operate properly. Another part of my role is to increase the capability of our people. This means making them better at what they do, so as a business we move forward.

Pathways

Advance National Diploma in Travel & Tourism (City & Guilds)
Intermediate Diploma in Human Resource Management (Level 5)
Personnel Development (Level 7)

The life I live

In my free time I enjoy catching up with my friends and family. I also have two dogs who love going to the beach or the forest. I also enjoy travelling and going to new countries – this year I visited Jamaica and Paris.

Coordinator implies being good at working with others, getting things done on time and budget and being organised. A big part of my job day is managing communication flows across various media channels and motivating others to organise memorable and newsworthy events, so I think this is an accurate description of who I am.

Who am I?

Starting: £25,000 - £30,000
Average: £40,000 - £50,000
Senior: £50,000 - £70,000



PRESSIANA NAYDENOVA CORPORATE COMMUNICATIONS ADVISOR ASSOCIATED BRITISH PORTS



Starting: £12,000
Average: £28,000 - £35,000

LINDSAY BRIGGS APPR. ELECTRICAL MAINTENANCE ENGINEER ASSOCIATED BRITISH PORTS



Starting: £28,000
Senior: £45,000

ANISA COSI SENIOR PM/ENGINEER (TECHNICAL) PORTSMOUTH CC/ PORTSMOUTH INT'L PORT

I'm responsible for large projects and developments between £1-10m. I manage the project from the initial phase and look at its feasibility and the budget. I also work on the delivery phase, managing the works on site with the contractor. My main live project now is the redevelopment on one of the main berths at Portsmouth International Port – to level and further extend it seawards to be able to accommodate ships up to 255m in length.

What do I do?

Pathways
Masters: MSc Civil Engineering with Environmental Engineering
Degree: Civil Engineering, Environment Branch

We do some regular servicing of the cranes but can be called upon to fix almost anything on the port. I might climb 120ft in a harness to fix a lighting tower, drive a cherry picker or scissor lift, or troubleshoot why any of the many pieces of plant or machinery aren't working, and try to fix them. On a slow day I might put some new lamps in a building or be up a street lamp. We are out on high access equipment in the elements all year round.

What do I do?

Pathways
FE: City & Guilds Electrical Installation L2 & L3
GCSEs: 10 (A-C)

I like to watch independent films and read books that make you see the world from a different perspective. Other than that, I enjoy spending time with my wonderful husband, friends and family, whether it's on the couch watching a film, sightseeing, skiing or swimming.

The life I live

Pathways
Masters: MSc in Politics and Communication
Degree: BA in Politics & East European Studies

My primary role at Associated British Ports (ABP) is reputation management, or in other words, making sure that all internal and external stakeholders (from customers and local community members to the media and the government) have a positive opinion of ABP. I enjoy a lot of elements of my job, from research to writing and conceptualising designs but I think my favourite moments are those when I can see a tangible difference being made to the lives of people living in and around ABP's ports, thanks to a campaign organised by my team.

What do I do?

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EXPLORER

- Inclined to investigate, eager for knowledge, extremely curious and inquiring
- Practical
- Likes to understand why things happen
- Good at researching/ experimenting
- Comfortable working alone
- Likes to solve problems and puzzles
- Good at listening to other's ideas
- Resilient
- Curious
- Likes to be the first to know and understand
- Can be competitive
- Enjoys finding information



STEPHANIE FLYNN COMMUNICATIONS MANAGER

ABERDEEN HARBOUR
BOARD

Starting: £27,000
Average: £39,000
Senior: £60,000



stories and ensuring they are published in the right place); digital management (keeping our social media channels and website up-to-date); conferences and exhibitions (ensuring we are at the right conferences/exhibitions with good stands and displays); developing marketing materials (including filming, photography, writing brochures) and stakeholder engagement (working with our sponsored charities and other partners).

Pathways

Masters: Journalism
Degree: BA (Hons) History

The life I live

I am a self-confessed bookworm – my excuse for reading so much is that it helps me with my work! Being able to write well is a vital part of working in the PR industry, so reading a broad range of material really helps with writing and language skills. As well as fiction, I read biographies, magazines (the New Yorker is my favourite), newspapers and blogs. I am determined to write my own book one day, and I also really enjoy cooking after a busy day at the office!

Who am I?

These personality types certainly suit a PR and Marketing role. Those working in the industry need to think outside the box, be driven to make changes, work independently and encourage colleagues into action. The PR industry is very competitive, especially when working in specialised sectors like Maritime, so confidence and the ability to understand every aspect of the business is needed.

What do I do?

My work can be divided into several segments: media management (sourcing and writing news

What do I do?
Two days are never the same. How colourful the day is, is dependent on the vessels operations: day

Who am I?
My job involves making spontaneous decisions as well as well-planned ones. Two days are never the same – that is the nature of the job – operations to complete and different destinations on a daily basis. It is important to be in control of the unexpected situations and operations – however, I need to be open-minded and ready to solve difficulties on the spot, if they arise.



SANTA TERE
DECK OFFICER
TRINITY HOUSE

Starting: £27,000
Average: £40,000

Pathways
FE: HND

The life I live

Travelling is a very big part of my life. I always liked travelling and now I'm lucky enough to achieve it through my work as well as in my free time. I'm due to work for four months and have three months completely free. I only have a few more countries to visit before I tick my travelling bucket list off. On the time off work I do spend quality time with family and friends, and visit theatres, concerts and festivals.

What do I do?
My extra duty on board ship is as the Safety Maintenance Officer, meaning that it is my responsibility to ensure that all the life-saving

Who am I?
Even though I personally don't feel that Explorer suits me, or at least initially, I can see why it fits my job well. You have to be comfortable working alone as you may be the sole officer on the bridge when doing a day time navigational watch. You have to be resilient in this job and it is very much a practical job. I am actually all of those things!



HEATHER ENNESS
SECOND
OFFICE DPO
MERCHANT NAVY

Starting: £28,000
Average: £42,000
Senior: £60,000

Pathways

appliances on board are in good working order, and that I carry out remedial work should it be needed. Ultimately, the main objectives of any seafarer are the safety of the crew, the vessel and the environment. I'd be lying if I didn't admit to the time off and the pay being the things I most enjoy about my job. I have been to some crazy and wonderful places during my career to date – countries people haven't even heard of!

Degree: BSc (Hons) Marine Studies (Merchant Shipping)
NVQ Merchant Vessel Support Level 2
NVQ Merchant Vessel Operations Level 3
A levels: Music, Geography, Design Technology

The life I live

The nature of my job means that, on average, I only work half the year eg. I work away for 5 weeks but then get 5 weeks at home. I volunteer as a Careers at Sea Ambassador, spreading the word of the Merchant Navy to local schools, and as a hospital radio presenter for Radio Warrford at Warwick Hospital. I've joined a local community choir and have sung in a few concerts with them.

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COMMUNICATOR

- Confident
- Understands the audience and the importance of communicating information to different people
- Good with words and languages
- Good with words and numbers
- Good at simplifying complex information
- Good listener
- Emphatic
- Good at engaging audiences
- Open minded



AMBER HURN GIS ASSISTANT (CARTOGRAPHER)

PORT OF LONDON AUTHORITY

Starting: £18,000 - £22,000
Average: £20,000 - £30,000
Senior: £30,000 - £47,000



Who am I?

Communicator matches myself the most. I try to work things out on my own however I am always asking questions, getting work checked and updating my manager on where the work is at. Through good levels of communication a task can be achieved more efficiently and to high standards, as a project is less likely to get too far being completed incorrectly if it is being discussed along the way.

What do I do?

The organisation's online GIS system was created

to allow all members to see the data they may only currently have on paper in a very visual way on a computer. Therefore, most of the outcomes of my work have involved creating the 'layers' which get pushed up to this system online for organisation wide viewing. I have been involved with River Thames Safety Mapping (i.e. collecting data on locations/quality of life rings, ladders, boats and chains).

Pathways

Degree: BSc (First) Physical Geography with Geology, University of Brighton
accredited by the Geological Society of London

A levels: Geography (A), Palmers University

The life I live

I enjoy kayaking, surfing, paddle boarding, skiing and snowboarding when on holiday. I enjoy activities or sports which contribute to improving my personal fitness/well-being such as pilates, yoga, running and visiting the gym. I also like to try and read when I can. Also, a more recent hobby of mine is attempting cryptic crosswords!

MSc Shipping & Commercial Law, Southampton
Solent University

Pathways

I help women in the maritime industry advance their careers by developing their executive presence and self-confidence. I absolutely love seeing women realising how capable and worthy they are and then going after their goals without letting any self-limiting belief stop them!

What do I do?

Starting: £99 per hour
Average: £150 per hour
Senior: £320 per hour

Fellowship of Chartered Institute of Arbitrators

Pathways

A levels, Shipping College, Futures & Option Trader, fixture.

I communicate a lot with people all over the world, from emails and colleagues and process it fast in order to be the first to tell my clients. I have to run calculations in my head and either on paper or on the screen whilst I speak with people to be able to advise them whether the market level is good or whether they should wait before concluding a

What do I do?

Starting: £25,000
Senior: £50,000-£200,000



KARINA ALBERS SHIPBROKER ALSTERTRADER

looking forward to doing my own one day.

I have a passion for house renovations and am so long and tasting amazing food every day! I also definitely comes from working in a restaurant for day I like to keep fit and I love cooking, which I am always dreaming of my next holiday. Day to

The life I live

A levels: Cambridge Technical Subsidiary in Business (Distinction), IT BTCE Level 3 (Distinction), Media Studies (C)

Pathways

FE: HNC Business and Management
coordination, planning or strategy - everyone can attribute their skills one way or another. Media relations is a key part of my role at ADPR, and writing is an important part of what we do every day, whether it's writing a news release, a social media post or a technical feature for a B2B



LIBERTY ASH SENIOR ACCOUNT EXECUTIVE ADPR

Starting: £21,000

There is a lot of cross-over between PR and marketing, making a role in PR very versatile. Whether you are great at creating compelling content, graphic design, digital marketing, event

What do I do?

A key skill for a PR practitioner is to be a good communicator, so this fits with the work I do. The qualities of a good communicator include being good with words, a good listener, good at simplifying complex information, engaging, empathic and open minded.

Who am I?

MY SKILLS MY LIFE

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www.wisecampaign.org.uk

MANAGER

- Motivated
- Understands how to motivate individuals and groups
- Adaptable
- Team orientated
- Open minded
- Encourages discussion and listens
- Compassionate
- Good organiser
- Good with money

I

AMY THOMPSON OCEANOGRAPHER OCEANWISE



Starting: £18,000 - £20,000
Average: £ 28,000
Senior: > £40,000

Who am I?

I think that the personality types for me are spot on – all of them involve either teamwork or elements of leadership, which are skills that I've really developed through my education, part-time and full-time jobs. I think that these personality types fit with my role because every day I must be really adaptable and support different parts of the business, depending on what needs doing.

What do I do?

The purpose of my role is to support both our 'Technical' and 'Operations' teams. This means

that my work is split between the office and site work. I've learnt some interesting skills since starting, including soldering wires and cable connectors, get an electrical motherboard ready and programming the sensors before we install them. I love how many different aspects there are to my position, and I'm really looking forward to developing these skills and lots of others in the future.

Pathways

Masters: Oceanography (Integrated Masters)
AS levels: Photography, Extended Project Qualification (Perspectives in Science)
A levels: Biology, Chemistry, Geography

The life I live

I love gardening and grow my own fruit and veg in the summer, and I'm trying to make my garden as friendly to wildlife as possible. I love being in the outdoors whenever I can be, for walks, treks or trips to the beach. I try to take nice pictures and sometimes paint them, and I also love music, going to gigs, festivals and camping with my friends.

Degree: BA (Hons) Law & Management Degree,
Robert Gordons University

Pathways

The thing I enjoy most about my role is that it's very versatile. Instead of being only a desk job, HSEQ Compliance requires me to get out and about on-site, observe and analyse works procedures and carry out tours. It means that I work with many colleagues from different disciplines within the organisation, e.g. with the Marine, Finance or Engineering Departments. So, I am always learning and understanding how the different departments liaise to ensure the success of the company as a whole.

What do I do?

Starting: £22,000
Average: £32,000 - £40,000
Senior: £60,000

SARAH CRAWFORD
HSEQ COMPLIANCE ADVISOR
ABERDEEN HARBOUR PORT

A levels: Maths, Physics, Art, General Studies

Pathways

As an HSEQ Specialist I provide advice and assistance to the business on issues relating to health, safety, environment and quality. My role at the Port includes working quayside with the team which loads and discharges ships, working with the engineering team in charge of large infrastructure projects and also checking on any contractors working on site.

What do I do?

Starting: £20,000
Senior: £70,000

JEN MADDISON
HEALTH & SAFETY ADVISOR
PORT OF TYNE



Degree: MEng Civil Engineering, Design & Project Management
A levels: Maths (A), French (B), Graphic Design & Communication (B)

Pathways

I design maritime structures; these could include quay walls (e.g. river walls or cruise ship berths), jetties or slipways. I work with the Ground Engineering team who work out how the ground materials will affect the type of structure we need to design by producing a geotechnical analysis model. The outcome of this work is then put into drawings prepared by a CAD technician and used to construct the new structure on site.

What do I do?

Starting: £27,000
Average: £45,000
Senior: £85,000

FIONA MACKENZIE
CIVIL ENGINEER
ATKINS



A levels: 3

Pathways

I manage three businesses in London, Houston and Dubai to carry out ship surveys around the world. I oversee the finances of the group and monitor any potential problems coming up. I plan marketing activities to promote the business and find new clients – development of website, Linked In, Twitter etc. I organise travel to meet clients around the world or attend conferences and exhibitions.

What do I do?

Average: £80,000

CAROLE BRYER
GROUP CEO
RAILMAR SURVEYS



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INFLUENCER

- Diplomatic
- Good at explaining so that people understand
- Good with detail
- Can work on their own or in a team
- Good at finding and reviewing information
- Can think outside the box
- Thorough and reliable
- Polite
- Has leadership qualities



CARLY FIELDS MAGAZINE EDITOR CARMAR MEDIA

Starting: £21,000
Average: £45,000



Who am I?

As an information gatherer, I relish learning, but the skill that I have which puts me at the top of my game is being able to accurately validate, verify and weight every lead that I find. The news and feature topics that I decide are important influence tens of thousands of maritime industry specialists around the world every day.

What do I do?

Primarily, I'm a specialist maritime Editor and Journalist. But at heart, I'm a shipping person so that means that I branch out into other

maritime-related areas. Over my career, I have written and delivered bespoke shipping courses at international locations, given guidance to shipping companies on media relations and engaged in consultancy work on specific sectors.

Pathways

Degree: BSc (Hons) Maritime Studies (First)
A levels: 5

The life I live

I'm a very keen badminton player, playing in the county leagues for a mixed doubles and ladies team. I love the competition and also the camaraderie of a team sport. I also love reading high fantasy books, although finding really good ones can be difficult!

Pathways
Degree: Meng Ship Science (Yachts & Small Craft)
A levels: Further Maths
A levels: Maths, Physics, Chemistry, Art

What do I do?
I'm the owner of my own naval architecture consultancy. I work from my office at home or travel to different companies and work in-house where required. The work is varied – with projects using 3D design software, maths and physics one day, to project management the next. Jobs can be ensure it will float upright and level, to the full design of a naval vessel.

RACHEL NICHOLLS-LEE
DIRECTOR
WHISKERSTAY LTD



MAIRI WREN
MARINE OPERATIONS SUPERVISOR
NORTHERN LIGHTHOUSE BOARD

Starting: £27,500

What do I do?

As a Lighthouse Authority we manage all lighthouses and buoys in Scottish waters. My role is mostly administration but very varied. I prepare and update programmes in relation to buoyage and order stock, such as batteries and solar panels, to allow buoys to be built. I organise a change of 66 crew every 28 days, organise berthing for ships and carry out the role of the Port Facility Security Officer.

Pathways
Degree: BA Business Management

What do I do?
All equipment to be installed on lighthouses and buoys comes through the workshop I work in first, to be tested for functionality and any faults. So I get to work on a large variety of equipment which I enjoy hugely, as every day is different. I'm always getting to learn new things and being able to share what I have learnt with the rest of the team, which is great. We have a great team of technicians at the lighthouse board, also all the support teams are really helpful and it works really well allowing us to get on with the work we need to complete.

Pathways

HE: HNC & SVQ Level 3 Maintaining Electricity Generation Systems

The life I live

I love to spend time with my kids. We love to walk our dog and enjoy the countryside near our home. We are currently building our home and have been living in a caravan for over a year now. It's been an experience, some of it good and some bad!

FIONA VICK
ELECTRICAL TECHNICIAN
ATRINS

Starting: £27,000
Average: £45,000
Senior: £85,000



Who am I?
When I'm asked to complete jobs, I need to explain what's required so that they understand what has to be done and how long this may take. I have to be very good with the details and keep extensive records. Sometimes things don't always go to plan in my job with equipment and maintenance, so there has to be thinking outside the box. I always have to be thorough and reliable, and as I am the only person in my role within the company, I need to make sure I can be relied upon.

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DEVELOPER

- Creative
- Interested in the world around them and how to make it better
- Understands the needs of others
- Likes to make things better (products and services)
- Can work on own or in a team
- Enjoys learning new things
- Flexible and practical
- Inquisitive and strong willed
- Problem solver



FIONA HARLOW CIVIL ENGINEER ATKINS



Starting: £26,000
Average: £45,000
Senior: £60,000 - £80,000

Who am I?

The Developer type matches most with the work I do. My daily job involves being flexible and a problem solver. I can be working either on my own or part of a team and I learn something new every day. I love developing a solution to a real world problem that helps other people.

What do I do?

I love the fact the outcome of my work becomes real world objects that help people go about their daily lives. My main role is in the design office where I try and find innovative solutions to clients'

problems. This varies from structural calculations of quay walls, to going out to sites to assess damage and condition of existing structures, to preparing drawings for planning consents. The best part of my job is that it is interesting and varied work for me and at the same time helps solve people's problems.

Pathways

Degree: MEng Civil Engineering
A levels: Maths (A), Physics (B), Geography (B)

The life I live

In my spare time I love to be outside, either trying to grow vegetables in the garden or going sailing.

Pathways
Degree: MSci Chemistry and Physics
A levels: Chemistry, Physics, Maths, Further Maths, Geography

I am responsible for the Above Water Surveillance and Command & Control equipment on two classes of submarine. My role is to ensure the engineering behind these systems is to the correct level and is completed on time for the customer. I'm extremely proud that my work contributes to the safety of our country (as part of the Continuous At Sea Deterrent – a mechanism that has protected the UK for the past 50 years) and to be involved in ensuring our Royal Navy is the most advanced in the world.

What do I do?

Starting: £35,000
Average: £55,000
Senior: £75,000

BAE SYSTEMS
SUBMARINES

NATALIE MITCHELL
MARINE ENGINEER

Pathways
Degree: BSc (Hons) Geography
A levels: Leaving Certificate (Irish equivalent of A levels)

I enjoy picking apart the various elements of a business so that I can understand the processes and the potential risk that goes with all the activities. Problem solving and bespoke solutions are a significant part of my role which gives me great satisfaction.

What do I do?

Starting: £20,000
Average: £50,000
Senior: £100,000

IGI
UNDERWRITER

VICKIE FOX
PORT & TERMINALS

The main thing I do is work on wave energy devices, designed to generate electricity from waves in the sea. I work on the mooring systems which hold the devices to the seabed and I try to understand how we can make the systems stronger and/or monitor them in use. I love the variety in my job; that I get to design systems at my computer and then I get to implement the designs in testing programmes in labs or in the sea.

Pathways

Masters: Mechanical Engineering (2:1)
AS levels: Philosophy (C)
A levels: Maths (A), Physics (A), Biology (A)

What do I do?

Starting: £27,500
Average: £40,000
Senior: £60,000

UNIVERSITY OF
EXETER

TESSA GORDIER
RESEARCH FELLOW

As I work for a membership organisation, I am always at the end of an email to help people with any safety related queries. We seek information from our members on the policies they would like to see created and implemented to ensure ships are safe. I also get to work on many different projects that focus on specialised topics and even get to be creative, through designing promotional materials, making industry videos and putting on events.

Pathways

FE: HND Nautical Science, Nautical College
GCSEs: 10 including Maths, Double Science

What do I do?

Average: £40,000

UK CHAMBER
OF SHIPPING

FENA BOYLE
POLICY MANAGER



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QUALITY CONTROLLER

- Trustworthy
- Natural sense of justice
- Good with detail
- Curious
- Good at managing risk
- Fair, honest and ethical
- Proactive
- Challenges the way things have always been done
- Likes to keep people safe



HELEN PIGGOTT COASTAL ESTATES ENGINEER RNLI

Starting: £28,000
Average: £34,000
Senior: £43,000



Who am I?

Ensuring all work conducted for the RNLI under my instruction is of high quality is a key part of my job, as is demonstrating good value for money and maintaining high quality data and information for the charity on its assets. Working for such a client it is of the utmost importance to make sure you are instructing people in such a manner so as to ensure you get a good quality product at the end.

What do I do?

I organise maintenance of my lifeboat stations and other assets, from small repairs like leaky taps

and wobbly door handles, to big alterations like extensions and major infrastructure overhauls. I love speaking to all the crews around the coast, understanding their different challenges and seeing how pleased they are with improvements I make to their facilities. Seeing a lifeboat crew launch whilst I am on station gives a real sense of pride and awe at what they do every day!

Pathways

Degree: MEng Masters in Civil Engineering
FE: Foundation year in Civil Engineering
City & Guilds in 2D AutoCAD Drafting
City & Guilds in 3D AutoCAD Drafting
A levels: Psychology, Sociology, Biology, Philosophy & Ethics

The life I live

I spend most of my spare time volunteering for different organisations in different capacities. I am part of a volunteer group aiming to improve the diversity of the construction industry called 'Build Diversity'. I am also an active STEM Ambassador and regularly go into local schools and youth groups to speak to young people about careers in STEM and how to get there.

What do I do?
Working within the Compliance Team my job is to ensure ABP is working responsibly and most importantly, looking after people and the environment. The main objectives are to measure our environmental performance and put in place plans to improve this. Last year, we managed to reduce the electricity used in our cruise terminals by more than 10% and by installing solar panels across the port buildings, in total we generate enough renewable energy to power 400 homes!

Pathways
Degree: BSc (Hons) Geography (First)
ABP Graduate Management Scheme
A levels: Geography, Maths, Physics, Art

What do I do?
I sail vessels! I am responsible for their safety and of all those on board. My duties include checking paperwork, work sites, maintenance, and ensuring risk assessments are up to date and being followed. All this means the vessel can operate safely and meet the many international and UK legal requirements, client expectations and company standards.

Pathways
Degree: BSc (Hons) Open University
FE: HND Nautical Science; Professional Diploma Marine Management
A levels: Biology & Physical Education; Adv GNVQ Business Studies

What do I do?
As a Chief Officer I mentor cadets on board. I enjoy seeing the new generation starting out on their careers and take satisfaction from seeing them progress. I also always take time out to ensure the crew on board are happy and healthy. I love problem solving, working in small teams and about working at sea.

Pathways
FE: Entry to cadetship with GCSEs
HND Nautical Science

What do I do?
The main outcomes to my work are to ensure that we have the right people in the right place at the right time with the right skills onboard our vessels. The main focus areas are recruitment, development, performance management, promotions and succession planning. The thing I enjoy most about my job is the variety. Travelling around Europe meeting colleagues and crew from different countries that have different outlooks on life.

Pathways
Degree: BA (Hons) European Business & French
A levels: Business Studies, French, Music, General Studies



SOPHIE APPLEBY ENVIRONMENT MANAGER ASSOCIATED BRITISH PORTS

Starting: £18,000
Average: £28,000
Senior: £60,000



JOANNE RAWLEY CHIEF OFFICER VROON OFFSHORE

Starting: £22,000
Senior: £31,000



HANNAH KITE CHIEF OFFICER MERCHANT NAVY

Starting: £30,000
Senior: £70,000



ALISON TAYLOR CREWING & TRAINING MANAGER SWITZER

Starting: £25,000
Average: £40,000
Senior: £60,000