

# Staff spotlight



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## What was your first job in the industry?

I started my career as a civil/commercial litigation solicitor with Lennon Heather Solicitors in Dublin, Ireland.

## What was it that interested you to P&I?

The international nature of the industry was the main draw.

## What is your current job and how does it differ from your first job in the industry?

While working in private practice I was involved in civil and commercial defence litigation on behalf of global insurance companies. Joining the club involved a move away from frontline litigation. I now work closely with the club's members and brokers. Like most of my colleagues in the club, I manage a case load of both P&I and FDD files. In addition to applying a legal analysis to each claim it is important to adopt a practical approach in order to achieve the best result for members and the club. The international nature of P&I provides great opportunities to travel and work abroad, such as my current secondment in the New York office.

## What is the most important thing a club can do for its members?

The managers of a P&I club put a lot of time and effort into understanding the business of its members. One of the highlights of working with a club is the opportunity to meet regularly with the people behind the ships that are entered with the club. A P&I club should understand the challenges that its members are facing, represent its members interests within the industry, and be available 24/7 to respond to casualties when they arise.

## What is the most important lesson you've learnt in your P&I career?

I feel very privileged to work in an industry that attracts such a wide and interesting variety of people from all corners of the world. In any day I can speak with mariners, lawyers, technical experts, shipowners, charterers, salvors, brokers... to name just a few. One of the most enjoyable and beneficial aspects of the job is taking the time to get to know the people you are dealing with and learn from their experiences.

## What is the highlight of your P&I career?

Working with the club provides the opportunity to share knowledge and expertise with members and industry professionals. In the past six months I have been involved in presenting member forums and taking part in panel discussions at industry conferences. I have thoroughly enjoyed learning more about issues that are important to our members and to representing the club within the industry.

## How do you think the industry has changed since you started working in it?

The shipping market, along with the global economy, was in decline when I joined the club in 2010. As we approach the end of the 2013/2014 policy year I am happy to detect a more positive outlook, albeit still cautious, for the years to come.

## Who would you recommend as a must-follow person on Twitter?

The first thing I do each morning is scroll through Tradewinds and Lloyds List tweets.