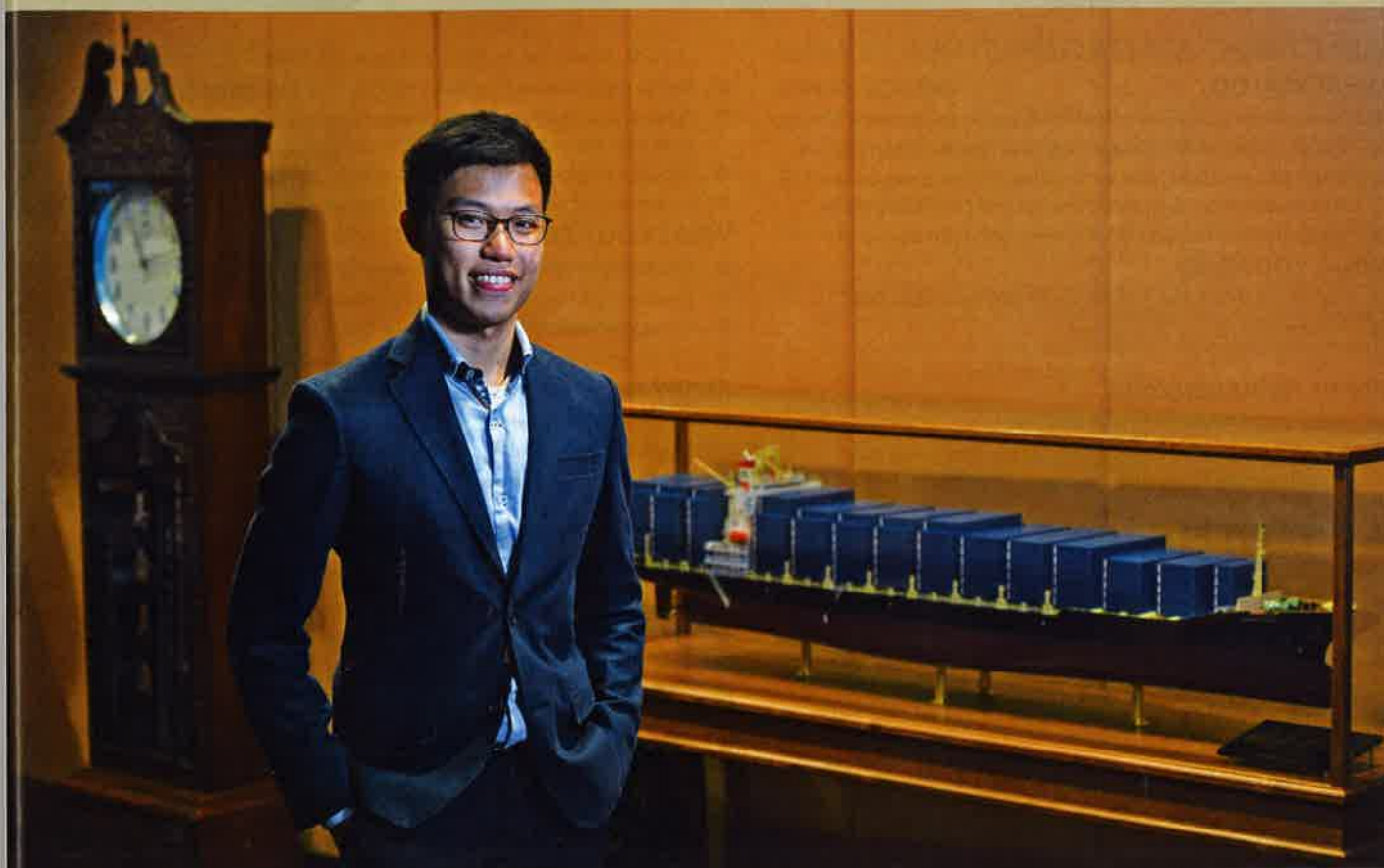


NAVIGATING UPS AND DOWNS

Cost management executive **Gee Song Xi** enjoys the challenges of negotiating the best deal



MY JOB is to manage the company's expenditure on terminal, depot and trucking services. Hence, such analysis is part and parcel of my daily work — looking into our expenditure at each port. Once the analysis is done, we negotiate with service vendors for the best service at the most reasonable price.

I JOINED THE MARITIME INDUSTRY

because shipping is vibrant and ever-changing. It is never boring. There are bound to be surprises and new things to learn every day. I believe I have sufficient challenges in this environment.

KEY QUALITIES include negotiation skills and the ability to analyse critically and swiftly. When negotiating with vendors, I need to be firm and sharp to get the best deal. Patience is always a virtue. Sometimes you just have to wait and move at the right instance to get the best deal.

A CHALLENGE is the communication and intercultural differences I sometimes face when coordinating with overseas counterparts, but we overcome this through constant correspondence and mutual understanding.

JOB SATISFACTION comes from getting the best deal for the company. In shipping today, cost has become the determinant for profit and any cost reducing measure is beneficial.

MY ADVICE is to take the leap of faith and be passionate in what you are doing. The maritime industry needs young talents who are courageous, diligent, motivated and game to take up new challenges. Opportunities are abundant but you need to grab every one presented to you. There will also be a lot to learn, as both on the job knowledge and knowledge for the general market are equally important.

MY LONG-TERM GOALS are to be assigned overseas to places such as West Africa or South America, as these are markets with huge potential for growth. I also aspire to become a ship charterer someday, where my experience gained from cost management would be of great use.

MY VIEW is that shipping is a close-knit industry. The Singapore Maritime Foundation (SMF) works closely with industry stakeholders to organise regular networking events for young maritime executives

MR GEE SONG XI, 27

POSITION EXECUTIVE, COST MANAGEMENT UNIT

EMPLOYER PACIFIC INTERNATIONAL LINES

EXPERIENCE TWO YEARS

EDUCATION BACHELOR OF SCIENCE (HONOURS) IN MARITIME STUDIES, NANYANG TECHNOLOGICAL UNIVERSITY, 2014

and industry veterans. The pioneers of Singapore's maritime industry always say we are tough people, having been through cyclical ups and downs. I could not agree more. Singapore's maritime industry has huge potential for growth and I am sure the younger generation would have much to benefit with the chance to build a life-long and rewarding career here.

MY WORK IS IMPORTANT because the maritime industry in Singapore contributes to about 7 per cent of the country's GDP, and I believe that with my role in Pacific International Lines, I am playing a part in contributing to our economy.