

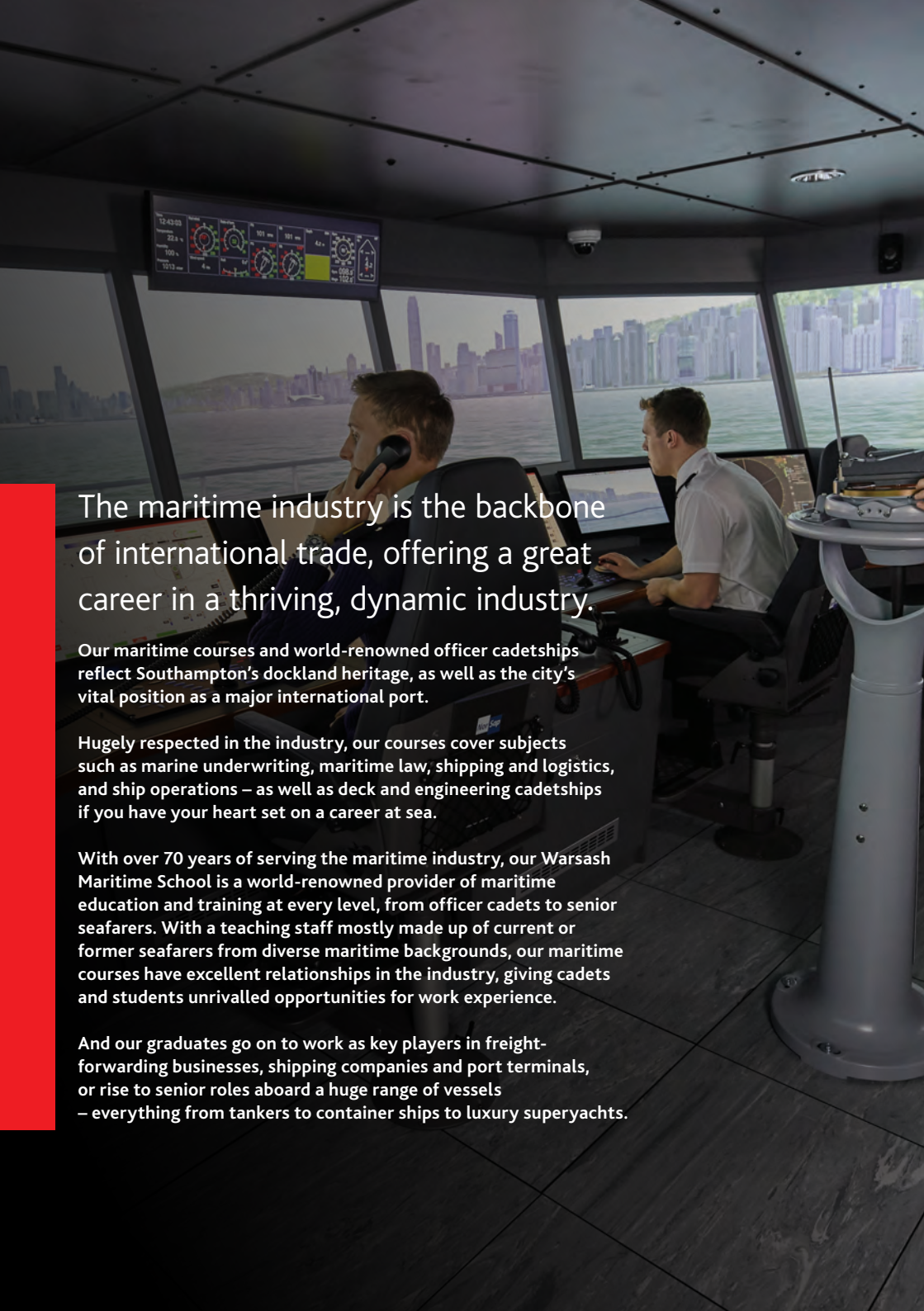
# SOLENT UNIVERSITY

SOUTHAMPTON



MARITIME

2022



The maritime industry is the backbone of international trade, offering a great career in a thriving, dynamic industry.

Our maritime courses and world-renowned officer cadetships reflect Southampton's dockland heritage, as well as the city's vital position as a major international port.

Hugely respected in the industry, our courses cover subjects such as marine underwriting, maritime law, shipping and logistics, and ship operations – as well as deck and engineering cadetships if you have your heart set on a career at sea.

With over 70 years of serving the maritime industry, our Warsash Maritime School is a world-renowned provider of maritime education and training at every level, from officer cadets to senior seafarers. With a teaching staff mostly made up of current or former seafarers from diverse maritime backgrounds, our maritime courses have excellent relationships in the industry, giving cadets and students unrivalled opportunities for work experience.

And our graduates go on to work as key players in freight-forwarding businesses, shipping companies and port terminals, or rise to senior roles aboard a huge range of vessels – everything from tankers to container ships to luxury superyachts.



## ACCESS TO SPECIALIST FACILITIES

Throughout your studies you will have access to state-of-the-art facilities to support your practical learning, supported by a team of dedicated technical instructors with industry experience to help provide training on the latest equipment and techniques.

## TAUGHT BY PROFESSIONALS, WITH EXTENSIVE LINKS TO INDUSTRY EXPERTS

Our academics have vast professional experience, and many maintain strong links with industry experts. This helps to ensure that course content is up to date with industry needs, and also allows you to benefit from guest lecturers who can share valuable insight.

## A HUB OF MARITIME EXCELLENCE

As a global port, Southampton is home to premier companies, and our strong industry ties and international reputation attract a range of quality speakers and create opportunities to visit companies, ports and major maritime organisations.

## REAL-WORLD EXPERIENCE

Work experience is an important aspect of all our courses, from officer cadets' sea phases to summer placements. Solent Maritime Society helps students to network and prepare for a career in global shipping, while some degree students will also have the option to undertake a work placement year between the second and third years of study, with recent placements including container terminals, port agencies, SAAB and TUV.





## OUR GREAT CITY

With close to 25,000 businesses in knowledge-intensive sectors, employing 163,000 people across the region, we're ideally placed for graduate jobs.

Southampton is a vibrant maritime city at the heart of a healthy and growing regional economy. It's been one of the top three cities in PwC's Good Growth for Cities index for three years running, and it's home to some of the UK's flagship organisations, including Ordnance Survey, B&Q, Carnival and Ageas.

Hampshire is recognised as one of the most successful economies in the UK and has the largest sub-regional economy in the south east of England, with economic output totalling £50 billion. Southern England enjoys the largest business population in the UK, and the finance and business sector in Hampshire and the Isle of Wight is worth around £4.5 billion.

The city also boasts Premier League football, world-class sailing and international cricket. It has a wealth of live music venues, theatres and exhibitions, with ambitious plans to become UK City of Culture in 2025. The city's historic walls and old town bring to life Southampton's rich maritime heritage, with major redevelopments complementing this and bringing new leisure, retail and employment opportunities into the heart of the city.



## LOOKING FOR MORE THAN 9 TO 5?

### Look at an officer cadetship

Our Warsash Maritime School is the world's premier maritime education and training centre, recognised around the world for providing first-class training and education to the international maritime, superyacht and shipping industries.



Whether you train as a deck officer or a ship's engineer, you'll travel the world, enjoy an excellent salary and work in an exciting industry that offers variety, responsibility and great career prospects.

You'll gain essential academic and professional qualifications – with course fees paid by your sponsoring company.

And throughout your studies you will have access to highly experienced maritime professionals and the latest state-of-the-art facilities: a dedicated maritime campus, modern engineering workshops, and one of the world's leading maritime simulation centres.

## BECOMING AN OFFICER CADET

At the end of this fully sponsored three-year programme you'll receive a foundation degree or HND in either navigation or engineering disciplines – with the opportunity to top up your academic qualification to an honours degree. And thanks to regular sea time throughout your cadetship, you'll have plenty of practical maritime experience to help boost your career.

## FIND OUT MORE

For information on how to find a sponsor and apply for a deck, engineering or electro-technical officer cadetship, visit [www.solent.ac.uk/how-to-apply-cadetship](http://www.solent.ac.uk/how-to-apply-cadetship)



## WHAT WE OFFER

- Our new world-class simulation centre offers access to the very latest facilities:
  - State-of-the-art networked 360° bridge simulators
  - On- and off-shore crane operations
  - Built-in ECDIS suites
  - Vessel traffic service and GMDSS radio communications
  - A full-mission engine simulator and high voltage training
- A dedicated ship-handling centre at Timsbury Lake and specialist bridge and engine room simulators
- Survival craft facilities, including lifeboats, fast rescue boats, RIBs and lifting equipment
- A purpose-built live fire training facility with a three-storey steel ship/offshore unit
- We hold Institute of Chartered Shipbrokers (ICS) and Chartered Institute of Logistics and Transport (CILT) accreditations.
- Guest lectures and live briefs give engineering students the chance to network with industry practitioners and experts.
- Final-year projects are informed by real-world industry challenges and students' personal areas of interest.
- The opportunity to gain professional qualifications alongside your degree, including project management
- Built-in placement opportunities
- Support and funding for student/graduate start-ups









## ANNE KRISTINE BERG

National Sea Logistics Trade Lane Manager, Kuehne + Nagel  
BSc (Hons) Maritime Business, 2012

### **Why did you pick Solent?**

I went to high school in Norway, then took a one-year course in market economy at BI Norwegian Business School, before I sent an application to Solent. Why Solent? For me it was a combination of many things. Solent has a long history of maritime courses and good education programmes. It is also a well-recognised uni in the Norwegian maritime industry. In addition – and not least – I had heard many great things about the environment and the uni.

### **What was the best thing about your course lecturers?**

The tutors are a wide range of people, with many different backgrounds, angles and connections. They are very accessible for the students and really put an effort into guiding and mentoring you. Because of that you feel that you are seen and heard, and get the help you need to succeed.

### **How did your studies prepare you for a career in the industry?**

In many ways. I liked that the course was very much up to date with the market. The curriculum and assignments always used new and relevant information, and we were always made to look at the market, which is very important, in my opinion.

### **What did you learn or study which has stuck with you over the years?**

I particularly liked the Current Marine Issues project. We could choose a topic that we found interesting and then really dig into it – with a lot of support. Also, for me, coming from Norway, it was very important and cool to experience a new culture. What has stuck with me is the good dynamic the tutors create with the students.

### **What opportunities were there to get practical industry experience?**

After the first year at Solent, I got an internship at Golden Ocean (dry bulk) in Oslo, which I worked at during the summer and holidays. That gave me a lot of insight into the business and of course prepared me – together with the degree – for the market.

### **What's your favourite Solent memory?**

My gosh! So many good memories – but I think I have to say that the best overall 'memory' is all the great people! I remember standing in the hallway on the first day and we quickly became a huge group of friends, hanging out together from that day onwards.

### **What was life like as a Solent student?**

My life at Solent was great! Moving from Norway to England was a great decision, as the UK has a lovely culture. The facilities were great, such a nice place to live near the water, and we all had so much fun together. We studied, spent a lot of time at the library, and after lectures we went on training trips, sightseeing, travelling (partying) and all sorts of fun things!

### **Did the University give you any help, support or advice when you needed it?**

Always – they help you with anything you need. Many students come from different countries and there is a lot to arrange upon arrival. Housing, tuition fees, a bank account, getting around and settling in... they guide and help you. In addition, I really feel that the tutors go above and beyond to help you with your assignments, path and career. They really want you to succeed!

“Southampton is a relatively small city, with a great student environment and people from all over the world. It is big enough so you do not get bored, but small enough so you get the feeling of community.”

**Tell us a little about your career so far.**

After graduation I still had the internship job at Golden Ocean, and I applied for various other roles – it did not take long before I got a job at American President Line (APL). I started in operations and loved the company. After working there for some years, I was head-hunted by Wilhelmsen for a new position in operations, before I moved over to sales. After that, I joined Kuehne + Nagel and worked in sales and different projects, before I got the position I have now. In my current role, I have the overall responsibility for KN Sea Freight Norway’s activities in Europe and North Africa.

**What were the challenges, starting out?**

Being new, uncertain... and being a girl in a very male-dominated business. To be taken seriously you have to have the guts to go for it, and stand your own ground.

**What do you wish you’d known then that you know now?**

It will all work out just fine. Crises come and go, but as long as you do what is right for you and your teammates, it will be fine!

**Tell us about what you are doing now and what it involves – a typical working day.**

I am responsible for KN Norway’s activities in Europe (import and export). That means that I make strategic decisions on areas that we want to develop and products that we want to offer, and also make sure that operations, management and sales are up to date with all movements in the market. I negotiate rates with all the liners, reply to requests for quotes (RFQ) and make sure that the day-to-day business runs as smoothly as possible.

Lately, as a side project to my job, I have worked a lot with healthcare and the transportation of COVID-19 equipment between China and Europe across air, rail and sea freight. It’s a huge project, and very cool!

**What’s been your career highlight so far?**

I tend to feel very successful when my team and I have managed to really help our customers with their needs – saved them large amounts of money, achieved a more lean way of working and helped them to make smart logistics decisions. It’s great when we see – head on – that our advice, systems and efforts have really helped the companies and customers. We have also made some large sales that I am super proud of. Furthermore, last year I was nominated to participate in the Kuehne + Nagel regional talent programme, which was a huge honour for me. It was a lot of hard work, but I have met so many cool people and learned new things.

**Is the maritime industry what you expected?**

It is better than I imagined, with wide-ranging opportunities. You can work in containers, oil, dry bulk, supply chain, general commodity, project logistics, aquaculture... the list is so long! It is very exciting.

**What tips would you give to someone wanting a maritime career?**

Work hard, stand your ground, network with people, give your best – you never know where you are going to end up. Read the paper, seek opportunities, take chances, shake off setbacks – new opportunities will come. Be progressive and go for it! If you don’t ask, the answer will always be no.



**Why did you choose Solent?**

I came to Solent as a mature student in 2010, training as a deck officer cadet. Previously I'd been working in the small boat sector – I part-owned the world's smallest commercially operated paddle steamer, PS *Monarch* – but that business was winding down in order for me to begin my studies.

After running my own business for some years, I'd decided to take up an opportunity that I turned down when I was 16. The Warsash name, with its enviable tradition of excellence, made it the only choice for me.

**What was your experience like as a cadet, and as a mature student?**

Our cohort ranged from 16 to 40 in age, from a wide variety of experiences and backgrounds. Solent managed us, and supported us to become a cohesive, friendly and challenging bunch. Looking back, it must have taken great skill and insight to get us to that point, and as a result my abiding memories are very much about the people and how we supported and challenged each other to succeed.

And the staff really helped. Each member of the teaching staff brought personal experiences and nuances to the curriculum, which gave us a real head start on the competition and a fabulous overview of the industry that we were striding into.

I'm still in touch with many of them, and can't thank them enough for giving me not only an excellent maritime education, but also the confidence to expand my knowledge of and impact within maritime as a whole.

**What was it like studying at Solent?**

There is no better place to learn about maritime than in a sea city such as Southampton. Seeing the shipping of the city gliding by every day reminds you why you are there. And Solent always provided everything you needed and more, in a comfortable and collegiate atmosphere.

Mixing with other students, especially when you are doing something as interesting as a cadetship, brought me into marketing, business and other groups. Our conversations and debates are still in my mind as I take my company into international markets and medias. I learned so much from those on other courses – and often from their lecturers when I would bend their ears over a drink!

Solent is a one-stop shop for everything that you could need – any and every question was answered, and sometimes questions would be suggested that you didn't even know to ask! I am a results-orientated person in business, and I appreciated the focus and motivation given to us by the University.

**What's your best memory from your time here?**

I will never forget stepping out onto the fire range for the first time to pick up my breathing apparatus and walk into a burning metal box... what made it memorable was the fact that the local radio station started playing Eye of the Tiger as we stepped out of the changing room; cheesy but very cool!



### **What have you been up to since graduating?**

Since completing my cadetship I've been involved in training and development around health and safety from the outset. Solent gave me further knowledge to explore the subject, and my studies have taken me from working onboard ship as a qualified officer to the Middle East and Africa as a safety superintendent, as well as working with offshore windfarms and important subsea survey work.

My favourite story, which I bore everybody with, was a maritime accident investigation that I completed in West Africa. An \$11 million overall loss – which involved blackouts, poor decision making, asset damage and many other things besides – was all caused by a set of faulty 12-volt batteries ordered by head office to save about \$12 on each unit!

It taught me how small decisions can amplify themselves into huge problems – and that is something that I can absolutely say that I learnt to respect from my time at Solent.

### **How have you found the maritime industry?**

The industry is far bigger and more complicated than I could have imagined. There are some incredible people involved in it, from the coatings engineers and chemists all the way to buyers who have to get goods into some of the most difficult parts of the world – it's an incredible industry and one that could take a lifetime to fully learn.

I have taken my maritime knowledge and applied it to manufacturing, working with a large global organisation as a divisional manager and on to consultancy and auditing work – which eventually led to the formation of my current company, Tanki.

### **Tell us a bit about your company, Tanki.**

My colleagues and I spend a fair bit of time in countries and places where loo roll cannot be flushed as the sewers are not up to the job. Once we found that one of the root causes was lamination glue, it was a quick jump to the marine environmental laws which prohibit the discharge of just one gram of plastic into the ocean.

Considering that a single cruise ship can flush 150 tonnes over the course of a year, we decided that something must be done to close the gap in the market. Despite COVID, a diagnosis of HIV and poor economic conditions, I was able to pull all of my skills and knowledge together to create and manufacture the world's first fully MARPOL-compliant toilet paper within just 14 weeks.

Unfortunately some shipping companies will buy the very cheapest loo roll – which nobody would choose to use at home – and force their seafarers into using it for half their lives onboard ship. Designed not to block sewage treatment plants, Tanki is as kind to seafarers' bottoms as it is the environment! It's a genuine innovation for the maritime industry, and we are enjoying seeing it grow.

### **What's your career highlight so far?**

Winning the Maritime UK Innovation Award in 2020 – beating a nuclear power station of all things! All of this has resulted in lots of media attention from all around the world, the most exciting for me being a profile piece in *Business Insider* which is read by over 120 million people annually.

Frankly, we are still shocked to have won – the competition was really tough, and we are very humbled that our loo roll could be held in such high esteem. Other people say that we have overcome a much-needed engineering challenge, but for us we have just had fun along the way while meeting and collaborating with some incredible people from the outset.

“As shipping accounts for 90–95 per cent of total global trade, it is one of the most important industries in today’s society, driving financial markets, globalisation and development. In other words, if you want to contribute to enhanced global trade, this is the right course for you.”



HENRIK SOLLIE KLOKK

BSc (Hons) Maritime Business, 2017

### **How did university prepare you for your career?**

The course consists of a comprehensive collection of units, introducing you to most segments of this wide industry. From weather routing to financial analysis, you are provided with crucial knowledge from various aspects, which you can build upon. The University creates assignments similar to real industry situations and challenges, giving you a 'hands-on' experience within your studies, which definitely prepares you for a career within the maritime industry.

### **What is your favourite Solent memory?**

One of my best Solent memories is our trip to Antwerp and Rotterdam, where we were able to visit the immensely large port facilities, which unveiled the importance of seaborne trade. The trip also strengthened the relationships within our class, which may be something that you benefit from significantly further down the road in your career. Being awarded the degree classification I aimed for is also one of my greatest Solent memories.

### **Tell us about your career story.**

Along with my studies, trying to get as much and as diverse industry insight as possible was my top priority. This allowed me to complete four internships in three years within various industry segments in countries such as Hong Kong, Cyprus and Norway. These internships not only provided me with knowledge and insight, but also enabled my CV to reflect that I was a young and eager student who demonstrated great interest in the industry. I do not believe I would have been called to interview at many of the companies I applied for if it was not for my internships and extracurricular activities at the University, such as the Solent Maritime Society. I believe all the above, combined with my academic background, is why I am employed by one of the largest dry bulk and tanker owners in the world.

I am currently employed as a trainee for a company called D/S NORDEN AS, located in Copenhagen. I work in the dry bulk department, but the company also operates tankers, resulting in a total fleet of about 270 ships. Being a trainee, I will be rotated around the various departments within the company. By doing so, one really learns how a shipping company is built from the inside. In addition to working full-time at NORDEN, we are put through a commercial shipping course established by the Danish Shipowners' Association, with modules provided by organisations such as BIMCO. The working days are quite hectic, full of knowledge and learning. You are given a lot of responsibility, which makes you feel that the company really believes in you – something I greatly appreciate.

### **Tell us about your career highlight.**

I think it is hard to find a particular career highlight, but if I have to choose, I would say that receiving a job offer from my current employer is my highlight so far. It is a company with a great history and a formidable reputation, and being able to get a position there straight after graduation was beyond my expectations.

### **What tips would you give to someone wanting to start a career in your industry?**

My top tip is to be hungry and show great motivation, while remaining humble. Show employers that you are willing and flexible – something that this industry greatly values due to its international nature. Continuously ask yourself 'Why should they hire me?' – then act in a way that can answer this question. On a final note, there is a saying that I think particularly applies to shipping, which one should always keep in mind: 'Be kind to the people you meet on your way up, because you will meet them on the way down.'



## A T E F A B O U M E R H I

BSc (Hons) Ship and Port Management, 2010

Co-founder and MD, Pelagic Partners

### **Why did you pick Solent?**

The strong, diverse maritime programme that the University offered. I came from abroad after finishing high school, and I had already made up my mind to study shipping in the UK – therefore Solent was a top choice. The cherry on top was the location in Southampton, which by itself brings such a strong maritime heritage.

### **What were your studies like?**

The lecturers brought everything along with them that students might need when it comes to a specialised industry and course. With a very high-paced environment, you could easily get stuck in the past, however the lecturers were always up to date in topic discussions.

I remember picking a few topics out of the *Lloyd's List* daily newspaper that would turn into a long discussion, with a lot of whys and ifs. People's backgrounds were very diverse, ranging from finance, environmental organisations and ex-seafarers, to logistics and operations.

What made the difference was practice versus theory. Back in our day, we had a Navigation and Meteorology module, and the facilities allowed us to use real tools when applying navigation, voyage planning, weather forecasting, and so on. We also had days where we went out to sea on the Solent, to give us hands-on experience.

Similarly, the live simulations of ship loading helped us learn about stability and other critical items through actual practice. With Solent's recent upgrades and new simulation centres, the course will offer some of the best facilities in the region for students – if not the very best.

### **What did you learn or study which has stuck with you over the years?**

What has stuck with me are all the practical things we studied: navigation, creating routes on real maps, longitude/latitude – and applying them in reality – are things I keep on remembering. In fact, it encouraged me to take further skipper and yachting lessons afterwards!

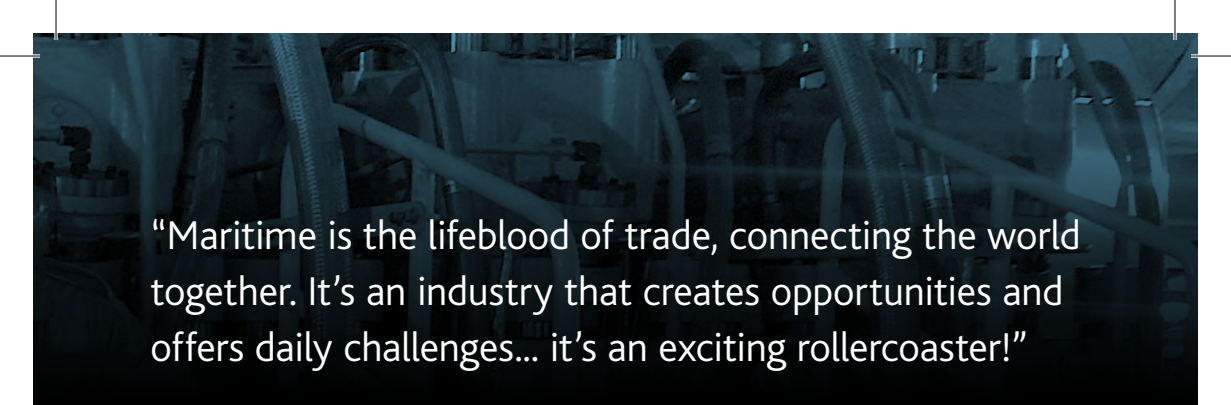
Other memorable aspects include the visits we had – for example to DP World Southampton. The company was taking over the port at that time, and being able to visit the facilities and see how huge the operations were still stays with me.

### **What did you like best about living and studying in Southampton?**

Southampton is a city that revolves around its students. The number of students in the city makes it a perfect place to live for studying. It has the calm atmosphere yet boiling spirit of students everywhere. You could see this during the weekend or nights out. The neighbourhood was always comforting and the size of the city was ideal.

On the other hand, the location and history of Southampton city help in adding value to studying maritime. The international culture and the University's location at the heart of the city give you the best of both worlds.





“Maritime is the lifeblood of trade, connecting the world together. It’s an industry that creates opportunities and offers daily challenges... it’s an exciting rollercoaster!”

**What did you like best about being a Solent student?**

For me, it is no secret that joining Solent was first and foremost due to its strong maritime programme. All my expectations towards learning resources were met, and along with this came the support of the faculty and course leaders. Even after graduation, you could always reach out for support.

**What did you take away from your time at Solent University?**

Friends and connections – whether fellow students, alumni of the programme or lecturers – are what you get out of it most. I still have solid connections with fellow students, some of which have actually developed into mutual business interests as well. In fact, right before answering these questions I was on the phone with one of my 2010 Solent classmates!

**Tell us a little about your career so far.**

Like many students in maritime, I came from a shipping background. So after graduation, and after a bit of training, it was obvious that I should join the family business. With all its ups and downs, it was definitely a steep learning curve over the past 10 years, which led to interesting new projects and opportunities.

**What were the challenges, starting out?**

We are the class of 2010, so basically the class that graduated right into the aftermath of the 2008 global financial crisis. It was challenging in all aspects – even joining the family business – focusing on how to sustain, rather than developing proper growth. However, I believe that starting out during this phase made us all stronger.

**What do you wish you’d known then that you know now?**

Don’t ever take anything for granted. Learn to keep an open mind on change. And it’s your mindset during the tough times that counts.

**What are you working on at the moment?**

Alongside the family business – which is a ship owner mainly specialising in car carriers and cruise vessels – in 2020 I started up a regulated private equity fund (Pelagic Partners) that focuses on investments in maritime assets and technologies.

The fund – which is basically a ship-owning fund – has teamed up with reputable ship owners and raised equity, mainly from the Middle Eastern market/high net-worth individuals. This venture is quite exciting, as you create your track record and credibility as you go.

There isn’t one specific duty to focus on during the day, but it’s a matter of allocating time smartly among various tasks – organisation, investors, operations, new projects, and so on. Alongside investing in steel, the plan is to have green initiatives investing in technologies that will help towards the path of de-carbonisation.

# COURSE LIST

COURSE	UCAS TARIFF POINTS	WORK PLACEMENT OPPORTUNITY	FOUNDATION YEAR AVAILABLE
FdEng Marine Electrical and Electronic Engineering	*	Y	
FdEng Marine Engineering	*	Y	
FdSc Marine Operations	*	Y	
FdSc Nautical Science	*	Y	
HNC Marine Electrotechnology	*	Y	
HNC Nautical Science	*	Y	
HND Marine Electro-Technical Officers (METO)	*	Y	
HND Marine Engineering	*	Y	
HND Nautical Science	*	Y	
BSc (Hons) Maritime Business	104–120	Y	Y
BSc (Hons) Shipping and Port Management	104–120	Y	Y

\* To apply for a deck, engineering or electro-technical officer cadetship, visit [www.solent.ac.uk/how-to-apply-cadetship](http://www.solent.ac.uk/how-to-apply-cadetship) or contact [ask@solent.ac.uk](mailto:ask@solent.ac.uk)

# HOW TO APPLY

Solent University code name: **SOLNT**  
Solent University UCAS code: **S30**  
[www.ucas.com](http://www.ucas.com)



**RESEARCH UNIVERSITIES**  
March – September

**WORK ON YOUR UCAS APPLICATION**  
September – January



## CHECK UCAS TRACK

This is where you'll see if you have an unconditional offer (the place is yours) or a conditional offer (based on exam results or other evidence), or if your application has been unsuccessful.



**APPLY ONLINE VIA UCAS**  
By 26 January



## REPLY TO YOUR OFFERS

Select your firm choice.  
Select your insurance choice – this is a back-up choice in case you don't meet the conditions for your firm choice.  
Decline your other offers.



## FIND OUT IF YOU'VE GOT YOUR PLACE

You'll see in UCAS TRACK if your place is confirmed. BTEC results are published from July onwards and A-level results will be published in mid-August.



# 52 THINGS TO DO

Prepare for university in less than an hour each week with our tips, guides and quizzes.  
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