

SKILLS FRAMEWORK FOR ENGINEERING SERVICES SKILLS MAP – DIRECTOR (PROJECT FINANCING)		
Sector	Engineering Services	
Track	Project Financing	
Occupation	Finance Professional	
Job Role	Director (Project Financing)	
Job Role Description	<p>The Director (Project Financing) is responsible for spearheading the project financing activities while ensuring alignment with the organisation's financing goals. He/She drives direction and strategy for project financing scoping, valuation analysis and delivery. He is responsible for origination of project financing, and maintains strong links to external stakeholders. He serves as an advisor to clients and stakeholders on project strategy and establishes strong rapport to enhance customer satisfaction.</p> <p>He keeps abreast of macroeconomic trends and market developments that impact project financing. He is a strategic and creative thinker, and demonstrates exceptional problem-solving capabilities. He possesses excellent analytical, problem solving and leadership skills and encourage teamwork among his team members.</p>	
Critical Work Functions and Key Tasks	Critical Work Functions	Key Tasks
	Manage project financing scoping	Drive project origination with stakeholders
		Provide overall guidance to develop robust industry know-how of financing structures and solutions
		Formulate project financing risk management framework
	Conduct financial modelling for projects	Drive optimal commercial structures for transactions in support of client objectives
		Review the results of the financial model for the different commercial structuring options
	Manage valuation and quality assurance	Overall review of the valuation exercise and benchmarking with industry standards
		Approve relevant valuation related standards and guidelines to ensure consistency with the purpose of the valuation
		Foster an environment that promotes quality and continuous improvement in the valuation process
	Manage project financing delivery	Provide expert advice to internal and external stakeholders on financial feasibility and financial impact
		Establish strategies to optimise project financing structure
		Lead negotiations with financiers for sourcing of funds
		Drive comprehensive due diligence and contractual compliance of financing deals

		Endorse transaction documentations in adherence to legal and regulatory requirements		
		Recommend directions to senior management and stakeholders resulting from status of project financing		
	Manage people and organisational function	Establish long-term objectives for the department in alignment with organisation's strategy, vision and mission		
		Establish the operating and resourcing structure for the department to support business objectives		
		Establish department-wide performance indicators to ensure achievement of organisational goals		
		Formulate talent recruitment and development strategies in alignment with organisation's vision, mission and values		
		Drive sourcing and allocation of budgets for the department's activities		
		Contribute to the development of the organisation's risk management framework		
		Drive continuous improvement strategies and change management initiatives at organisation level		
		Drive strategic partnerships with internal and external stakeholders		
Skills & Competencies	Technical Skills & Competencies		Generic Skills & Competencies (Top 5)	
	Budgeting	Level 5	Communication	Advanced
	Business Negotiation	Level 6	Computational Thinking	Advanced
	Business Performance Management	Level 5	Creative Thinking	Advanced
	Business Presentation Delivery	Level 5	Decision Making	Advanced
	Business Proposal Writing	Level 5	Digital Literacy	Advanced
	Capital Expenditure and Investment Evaluation	Level 6		
	Capital Raising	Level 6		
	Change Management	Level 5		
	Continuous Improvement Management	Level 5		
	Contract Development and Management	Level 6		
	Cost Management	Level 6		
	Data and Statistical Analytics	Level 5		
	Financial Analysis	Level 6		
	Financial Management	Level 5		
Financial Modelling	Level 6			

	Learning and Development	Level 5	
	Manpower Planning	Level 5	
	Market Research	Level 5	
	Organisational Resource Management	Level 6	
	Organisational Risk Management	Level 5	
	Programme Management	Level 5	
	Project Feasibility Assessment	Level 5	
	Project Risk Management	Level 5	
	Staff Management	Level 5	
	Stakeholder Management	Level 5	
	Strategy Development	Level 5	
	Technology Road Mapping	Level 5	
	Valuation Approaches and Methodologies	Level 6	
	Valuation Conclusion and Reporting	Level 6	
	Valuation Research and Analysis	Level 6	
Programme Listing	For a list of Training Programmes available for the Engineering Services sector, please visit: www.skillsfuture.sg/skills-framework/engineeringservices		

The information contained in this document serves as a guide.