

SKILLS FRAMEWORK FOR ENGINEERING SERVICES SKILLS MAP – MANAGER (PROJECT FINANCING)		
Sector	Engineering Services	
Track	Project Financing	
Occupation	Finance Professional	
Job Role	Manager (Project Financing)	
Job Role Description	<p>The Manager (Project Financing) is responsible for planning and leading the project financing scoping, modelling and delivery. He/She drives project financing goals in line with organisational goals, closely collaborating with the Project Development team to ensure feasibility and viability of the project. He provides expert advice to internal and external stakeholders on the project financing process, managing negotiations to secure the best terms for project financing purposes. He manages a team of senior executives and ensures efficient business operations.</p> <p>He keeps abreast of macroeconomic trends and market developments that impact project financing. He is able to interact effectively with internal and external stakeholders, and has excellent analytical and problem solving skills to address complex situations. He is able to multi-task in a fast-paced environment.</p>	
Critical Work Functions and Key Tasks	Critical Work Functions	Key Tasks
	Manage project financing scoping	Execute transactions in collaboration with stakeholders
		Develop cost effective financing structures and solutions for addressing client needs
		Provide expert advice to internal and external stakeholders on financial risk estimation and contingency planning
	Conduct financial modelling for projects	Drive strategic collaboration with internal functions to ensure accuracy in financial modelling and feasibility analysis
		Drive stress-testing for assessing financial model robustness
		Validate financial model flexibility to account for other variables
	Manage valuation and quality assurance	Evaluate impact of valuation on projects and recommend follow-up steps
		Review relevant valuation related standards and guidelines to ensure consistency with the purpose of the valuation
Advocate quality and continuous improvement in the valuation process		

	Manage project financing delivery	Advise stakeholders on financial feasibility and financial impact		
		Approve project financing structure		
		Manage negotiations with financiers for sourcing of funds		
		Lead due diligence and contractual compliance checks for financing deals		
		Review transaction documentations required in support of project financing		
		Communicate updates to management on status of project financing		
	Manage people and organisational function	Develop strategies for resource planning and utilisation		
		Drive department performance to achieve organisational goals		
		Drive talent recruitment and development for the department in alignment with organisational strategy		
		Manage the department's financial inflow and outflow against allocated budgets and forecasts		
		Validate risk management plans and risk controls to ensure compliance with organisation's risk management framework		
		Manage continuous improvement and change management initiatives for time, cost and quality improvements		
Skills & Competencies	Technical Skills & Competencies		Generic Skills & Competencies (Top 5)	
	Budgeting	Level 4	Creative Thinking	Advanced
	Business Negotiation	Level 5	Digital Literacy	Advanced
	Business Performance Management	Level 4	Problem Solving	Advanced
	Business Presentation Delivery	Level 4	Resource Management	Advanced
	Business Proposal Writing	Level 4	Sense Making	Advanced
	Capital Expenditure and Investment Evaluation	Level 5		
	Capital Raising	Level 5		
	Change Management	Level 4		
	Continuous Improvement Management	Level 4		
	Contract Development and Management	Level 5		
	Cost Management	Level 5		
	Data and Statistical Analytics	Level 4		
	Financial Analysis	Level 4		

	Financial Management	Level 4	
	Financial Modelling	Level 5	
	Learning and Development	Level 4	
	Manpower Planning	Level 4	
	Market Research	Level 4	
	Organisational Resource Management	Level 5	
	Organisational Risk Management	Level 4	
	Programme Management	Level 4	
	Project Feasibility Assessment	Level 5	
	Project Risk Management	Level 4	
	Staff Management	Level 4	
	Stakeholder Management	Level 4	
	Strategy Development	Level 4	
	Technical Writing	Level 4	
	Technology Application	Level 4	
	Valuation Approaches and Methodologies	Level 5	
	Valuation Conclusion and Reporting	Level 5	
	Valuation Research and Analysis	Level 5	
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.