

SKILLS FRAMEWORK FOR FINANCIAL SERVICES SKILLS MAP - HEAD OF PRODUCT ORIENTATION AND STRUCTURING				
<b>Sector</b>	Financial Services			
<b>Track</b>	Sales, After Sales, Distribution and Relationship Management			
<b>Occupation</b>	Product Origination and Structuring Analyst			
<b>Job Role</b>	Head of Product Origination and Structuring			
<b>Job Role Description</b>	<p>The Head of Product Origination and Structuring leads product origination and structuring processes that include establishing a client base, pursuing deal opportunities, and developing structured products for clients. He/She oversees general transaction activities and leads teams to provide solutions for clients.</p> <p>He has strong leadership, communication skills, and possesses analytical and problem-solving abilities to lead the structuring of solutions for the clients. He keeps abreast of developments in regulations and establishes risk management procedures and regulatory guidelines for origination and structuring processes.</p> <p>He is required to acquire specific product knowledge and this can include either one or a combination of equity and debt securities, credit and rates, commodities, foreign exchange and structured finance products.</p>			
<b>Critical Work Functions and Key Tasks / Performance Expectations</b>	<b>Critical Work Functions</b>	Construct structured products for clients	<b>Key Tasks</b>	<b>Performance Expectations (For legislated / regulated occupations)</b>
			Oversee design of transactions and structures for clients	
			Partner with key stakeholders in internal teams to ensure strong support across product structuring process	
	Evaluate structured product performance	Review performance of structured products in view of clients' needs		
		Seek ways to improve products and structuring processes continually		
		Evaluate product improvements implemented against original implementation		
	Source origination opportunities	Pursue new origination opportunities through leveraging on networks and existing or developing client relationships		
		Keep abreast of relevant assets or products that are offered in the industry to structure products that meet client needs		
		Maintain close and regular interactions with clients to understand their changing needs		
		Lead client negotiations for origination		
	Support origination process	Review and incorporate market intelligence into origination processes		
		Communicate updated market trend information to all key stakeholders		
		Review origination materials for accuracy and alignment to organisation procedures and policies		
		Negotiate underlying deal documentation		
	Manage risk and regulatory matters	Evaluate impact of changes, trends and developments in relevant laws and regulations on business functions		
		Guide due diligence and risk management processes for the team		
		Partner with legal teams to develop regulatory guidelines for origination and structuring process		
	<b>Technical Skills and Competencies</b>		<b>Generic Skills and Competencies (Top 5)</b>	
Account Management	Level 5	Leadership	Advanced	
Behavioural Finance	Level 5	Problem Solving	Advanced	
Book Building	Level 4	Communication	Advanced	
Business Environment Analysis	Level 5	Decision Making	Advanced	
Capital Expenditure and Investment Evaluation	Level 5	Transdisciplinary Thinking	Advanced	
Capital Management	Level 6			
Client Investment Suitability	Level 5			
Customer Acceptance Checking and Onboarding	Level 4			

<b>Skills and Competencies</b>	Customer Acquisition Management	Level 5		
	Customer Experience Management	Level 5		
	Customer Relationship Management	Level 5		
	Deal Syndication and Arrangement	Level 5		
	Environment and Social Governance	Level 5		
	Ethical Culture	Level 5		
	Financial Analysis	Level 5		
	Financial Modelling	Level 5		
	Financial Statements Review	Level 6		
	Market Research and Analysis	Level 5		
	People Performance Management	Level 5		
	Price Stabilisation	Level 5		
	Pricing Strategy	Level 5		
	Product Advisory	Level 5		
	Product Design and Development	Level 6		
	Product Management	Level 5		
	Product Performance Management	Level 5		
	Regulatory Compliance	Level 5		
	Risk Management	Level 5		
<b>Programme Listing</b>	For a list of Training Programmes available for the Financial Services sector, please visit: <a href="http://www.skillsfuture.sg/skills-framework/financial-services">www.skillsfuture.sg/skills-framework/financial-services</a>			

The information contained in this document serves as a guide.