

SKILLS FRAMEWORK FOR FINANCIAL SERVICES SKILLS MAP - PRODUCT ORIGATION AND STRUCTURING MANAGER				
Sector	Financial Services			
Track	Sales, After Sales, Distribution and Relationship Management			
Occupation	Product Origination and Structuring Analyst			
Job Role	Product Origination and Structuring Manager			
Job Role Description	<p>The Product Origination and Structuring Manager manages the creation of structured products with appropriate type and pricing to meet market and clients' strategic financial objectives and needs. He/She monitors the performance of structured products and recommends relevant improvement and adaptations .</p> <p>The Product Origination and Structuring Manager has sound management skills and technical knowledge of the organisation's financial products. He is detail-oriented and analytical to consolidate, review and ensure his team's work quality. Keeping abreast of new or existing products is essential for him to understand the changing needs of his clients. He is required to acquire specific product knowledge and this can include either one or a combination of the following: equity and debt securities, credit and rates, commodities, foreign exchange and structured finance products.</p>			
Critical Work Functions and Key Tasks / Performance Expectations	Critical Work Functions	Construct structured products for clients	Key Tasks	Performance Expectations (For legislated / regulated occupations) If role is scoped to provide advice directly to customers on investment strategies that cover dealings in securities, futures, collective investment schemes, REITs, funds and/or capital markets, Capital Markets and Financial Advisory Services (CMFAS) certification is required. Relevant modules include but are not limited to: 1A, 1B, 2A, 3, 4A, 4B, 5, 6, 6A, 8, 8A, 10
			Design transactions and appropriate structures based on client needs	
			Work with internal teams to translate clients' needs into existing asset products	
	Evaluate structured product performance	Review selected solutions to ensure concerns of all stakeholders are met		
		Monitor performance of structured products regularly		
		Review feedback and make recommendations on improving products		
	Source origination opportunities	Implement adaptations to products according to feedback and product performance		
		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 meets clients' needs		
		Maintain close and regular interactions with clients to understand their changing needs		
	Manage risk and regulatory matters	Discuss fund raising options, structures and credit support with clients		
		Monitor changes, trends and developments in relevant laws and regulations		
		Assess analysis conducted and manage associated risks to ensure compliance and regulatory standards are met		
Skills and Competencies	Technical Skills and Competencies		Generic Skills and Competencies (Top 5)	
	Account Management	Level 4	Communication	Advanced
	Behavioural Finance	Level 4	Teamwork	Intermediate
	Book Building	Level 3	Interpersonal Skills	Advanced
	Business Environment Analysis	Level 4	Problem Solving	Intermediate
	Capital Expenditure and Investment Evaluation	Level 4	Service Orientation	Advanced
	Capital Management	Level 5		
	Client Investment Suitability	Level 4		
	Customer Acceptance Checking and Onboarding	Level 3		
	Customer Experience Management	Level 4		
	Customer Relationship Management	Level 4		
	Deal Syndication and Arrangement	Level 4		
	Environment and Social Governance	Level 4		
Ethical Culture	Level 4			

	Financial Analysis	Level 4		
	Financial Modelling	Level 4		
	Financial Statements Review	Level 5		
	Market Research and Analysis	Level 4		
	People Performance Management	Level 4		
	Price Stabilisation	Level 4		
	Product Advisory	Level 4		
	Product Design and Development	Level 5		
	Product Management	Level 4		
	Product Performance Management	Level 4		
	Regulatory Compliance	Level 4		
	Transaction Documentation for Prospectus Development	Level 4		
Programme Listing	For a list of Training Programmes available for the Financial Services sector, please visit: www.skillsfuture.sg/skills-framework/financial-services			

The information contained in this document serves as a guide.