

SKILLS FRAMEWORK FOR FINANCIAL SERVICES SKILLS MAP - HEAD OF PLACEMENT				
Sector	Financial Services			
Track	Sales, After Sales, Distribution and Relationship Management			
Occupation	Placement Executive			
Job Role	Head of Placement			
Job Role Description	<p>The Head of Placement is responsible for overseeing the overall performance of the placement unit. He/She puts in place the framework for the broking placement process and develops the go-to market placement strategy. He also ensures excellent programme design and syndication of placement transactions and drives the development of solutions for customer issues or trends.</p> <p>The Head of Placement continually develops his network, as he connects with various stakeholders and clients. He is able to think quickly, understand the market and business needs, and possesses strong networking skills to develop new businesses.</p>			
Critical Work Functions and Key Tasks / Performance Expectations	Critical Work Functions	Key Tasks		
	Develop placement strategy	Design clear and effective placement and renewal strategies in conjunction with the customer team to achieve revenue growth		
		Design appropriate programmes and syndications of placement transactions		
		Provide strong product development and product management expertise to customer team when determining appropriate customer solutions		
	Manage placement of new and existing business	Lead the execution of complex placements		
		Manage complex placement negotiations and transactions		
		Provide technical support and resolve complex issues on key customer accounts		
		Resolve any general problems relating to global customer issues		
		Ensure end-to-end procedural compliance within the team		
	Build and maintain relationships with key stakeholders	Execute excellent business development within a strong existing network		
Set policies around best practice for engaging new relationships and strategy around target clients				
Facilitate introductions and relationship building with internal teams				
Skills and Competencies	Technical Skills and Competencies		Generic Skills and Competencies (Top 5)	
	Business Needs Analysis	Level 5	Problem Solving	Advanced
	Business Negotiation	Level 5	Leadership	Advanced
	Business Opportunities Development	Level 5	Global Mindset	Advanced
	Business Performance Management	Level 5	Transdisciplinary Thinking	Advanced
	Change Management	Level 5	Creative Thinking	Advanced
	Customer Experience Management	Level 5		
	Ethical Culture	Level 5		
	Market Profiling	Level 5		
	Market Risk Management	Level 5		
	Product Advisory	Level 5		
	Stakeholder Management	Level 5		
	Strategy Planning	Level 5		
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.