

**SKILLS FRAMEWORK FOR FINANCIAL SERVICES
TECHNICAL SKILLS AND COMPETENCIES (TSC) REFERENCE DOCUMENT**

TSC Category	Investment and Financial Management					
TSC	Trade Finance Management					
TSC Description	Perform trade finance products processing and manage trade financing procedures by identifying appropriate solutions that minimise trade risks					
TSC Proficiency Description	Level 1	Level 2	Level 3	Level 4	Level 5	Level 6
			FSE-FIN-3014-1.1-1	FSE-FIN-4014-1.1-1	FSE-FIN-5014-1.1-1	
			Analyse trade finance solutions to address trade financing needs	Develop appropriate trade financing solutions for clients	Lead the design and implementation of policies that manage an organisation's trade finance procedures	
Knowledge			<ul style="list-style-type: none"> Essential documentation for trade transactions Trade finance infrastructures or platforms Trade finance tools and instruments Cash flow reporting Documentation risk Trade finance agreement Trade lifecycle 	<ul style="list-style-type: none"> Cross border transactions Domestic and international trade financing needs Foreign exchange risk Risk mitigation techniques Credit insurance and guarantees Cash flow management Collateralised debt instruments Trade finance and cash management products, services and systems 	<ul style="list-style-type: none"> International standards and conventions in trade financing Trade finance trends Concepts of technology application to trade finance Trade finance and cash management products, services and systems Balance sheet management strategies 	
Abilities			<ul style="list-style-type: none"> Perform reporting of cash flow and trade finance activities Perform trade finance documentation checks transactions Safekeep trade documentations according to guidelines Analyse the various financing structures along the supply chain for adequate financing 	<ul style="list-style-type: none"> Review periodic cash flow and trade finance activities Evaluate the trade finance versus the risk landscape Manage trade finance policies Perform or support team in structured financing Develop and implement enhancements to trade finance and cash 	<ul style="list-style-type: none"> Formulate compliance guidelines for trade finance procedures Establish policies for trade documentation Prioritise technology application adoption in trade finance Cascade the development of trade knowledge across the organisation Formulate international trade finance and cash 	

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			<ul style="list-style-type: none"> Gather supporting documentary evidence for trade finance applications 	management products, services and systems <ul style="list-style-type: none"> Develop marketing initiatives for trade finance and cash management products, services and systems in collaboration with the sales team 	management products, services and systems <ul style="list-style-type: none"> Formulate balance sheet management strategies for the organisation to maximise cash flow returns via analysis of economic information Assess impact of interest rate and foreign exchange movements 	
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