

**SKILLS FRAMEWORK FOR SEA TRANSPORT
SKILLS MAP - MARINE CONSULTANT**

Sector	Sea Transport	
Track	Maritime Services	
Sub-track	Technical Services	
Occupation	Marine Consultant	
Job Role	Marine Consultant	
Job Role Description	The Marine Consultant helps the delivery of consultancy and advisory services to the organisation's clients on marine consultancy projects, ranging from automated vessel design, port logistics improvements and shipyard design planning. He/She leads the design and implementation of bespoke maritime solutions and evaluates the effectiveness of these solutions.	
	He also takes an active role in developing business opportunities by building networks with potential clients, and professional relationships with subject matter experts to leverage on their expertise for prospective maritime projects.	
	He is highly innovative, displays expert problem solving, critical thinking and relationship management skills to manage the development and implementation of maritime project deliverables.	
Critical Work Functions and Key Tasks	Critical Work Functions	Key Tasks
	Develop business strategies	Provide technical expertise, in collaboration with marine engineers and other subject matter experts, to identify vessel design, port logistics improvements to shipyard planning, ship management, and other potential maritime consultancy projects
		Build relationships with industry players and expand business networks to support partnership strategies
	Develop business opportunities	Identify business opportunities within the maritime sector aligned to the organisation's technical expertise
		Maintain professional relationships with subject matter experts to leverage on their expertise for prospective maritime projects
		Manage the formulation of project proposals for prospective clients by outlining project approaches, costs and timelines
		Engage with prospective clients on potential business opportunities
		Support the development of client pitches and relevant materials in conjunction with senior management to seek buy-in from key stakeholders
		Negotiate contractual terms and project scopes for the award of marine consultancy projects
	Drive client advisory and solutions development	Engage with subject matter experts, senior management and other key stakeholders to ascertain key client needs and priorities
		Conduct root cause analyses to identify performance gaps and opportunities
		Validate performance gaps and opportunities with key client stakeholders and subject matter experts
		Identify existing solutions within and outside the maritime sector that has the potential to address key client issues and needs
		Lead the creation of maritime solutions based on identified performance gaps and opportunities derived from prior analyses and subject matter expert inputs
		Present maritime solutions to key client stakeholders to obtain buy-in for implementation
Drive solutions implementation processes	Implement endorsed maritime solutions to achieve desired project outcomes	
	Manage roadblocks which may arise during the implementation phase and ensure clients are kept informed	
	Evaluate the effectiveness of maritime solutions by measuring performance metrics against impact of outcomes	
	Engage subject matter experts to provide technical expertise on potential improvement actions to enhance effectiveness of maritime solutions	
	Implement improvement actions to maritime solutions based on reviews of solutions' effectiveness	
	Develop long-term implementation roadmaps for solutions to be implemented outside of project timelines	
	Communicate project outcomes and recommended, long-term follow-ups to clients	
	Lead project closure and post-mortem with clients on overall advisory services	

	Manage marine consultancy projects	Manage all aspects of assigned maritime projects, ranging from planning, budgeting, resource allocation to invoicing		
		Conduct check-ins with clients to update project progress against project plans and highlight project roadblocks		
		Address client feedback and make necessary adjustments to project deliverables throughout project lifecycles		
		Review project profitability against allocated budgets		
Skills and Competencies	Technical Skills and Competencies		Generic Skills and Competencies (Top 5)	
	Budgeting	Level 4	Creative Thinking	Intermediate
	Business Data Analysis	Level 3	Problem Solving	Advanced
	Business Environment Analysis	Level 5	Sense Making	Advanced
	Business Negotiation	Level 4	Transdisciplinary Thinking	Intermediate
	Business Opportunities Development	Level 4	Managing Diversity	Intermediate
	Business Planning	Level 4		
	Business Presentation Delivery	Level 4		
	Change Management	Level 5		
	Contract and Vendor Management	Level 4		
	Customer Experience Management	Level 4		
	Cyber Security	Level 3		
	Innovation	Level 4		
	Manpower Planning	Level 4		
	Market Profiling	Level 4		
	Market Research	Level 4		
	Networking	Level 5		
	Organisational Analysis	Level 4		
	Partnership Management	Level 4		
	Process Improvement and Optimisation	Level 4		
	Project Feasibility Assessment	Level 4		
Project Management	Level 4			
Proposal Writing	Level 3			
Resource Management	Level 4			
Solution Design Thinking	Level 4			
Stakeholder Management	Level 4			
Strategy Planning	Level 4			
Technology Integration	Level 3			
Programme Listing	For a list of Training Programmes available for the Sea Transport sector, please visit: www.skillsfuture.sg/skills-framework/sea-transport			

The information contained in this document serves as a guide.