

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

Sector	Sea Transport			
Track	Maritime Services			
Sub-track	Technical Services			
Occupation	Marine Consultant			
Job Role	Principal Marine Consultant			
Job Role Description	<p>The Principal Marine Consultant takes a lead role in the acquisition of maritime projects requiring consultancy and advisory services and provides leadership expertise to ongoing projects. He/She drives business development plans and the creation of maritime project proposals, while managing stakeholder engagements throughout the process. He drives relationship building with stakeholders to ensure effective and sustainable solutions implementation.</p> <p>He has extensive knowledge and experience at bridging performance gaps and reviewing the implementation of solutions. He is results-driven, perceptive and forward thinking in pitching solutions. He has exceptional leadership skills to lead multiple maritime consultancy teams simultaneously.</p>			
Critical Work Functions and Key Tasks	Critical Work Functions		Key Tasks	
	Develop business strategies		Drive maritime business development plans, factoring potential revenue streams, enhanced product offerings and new business ventures	
			Review targets and key performance indicators (KPIs) across maritime consultancy teams	
			Maintain relationships with maritime industry players and expand business networks to support partnership strategies	
	Develop business opportunities		Review and prioritise business opportunities within the maritime sector based on organisational technical expertise and consultancy pipeline plans	
			Lead development of relationships with subject matter experts to leverage expertise on potential maritime projects	
			Lead the formulation of project proposals for prospective clients by reviewing project approaches, costs and timelines	
			Lead engagements with prospective clients on potential business opportunities within the maritime sector	
			Lead client pitches to seek buy-in from key stakeholders and secure the award maritime projects	
			Lead negotiations on contractual terms and project scope for the award of marine consultancy projects ranging from automated vessel design, port logistics improvements and shipyard design planning	
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	Drive client advisory and solutions development		Manage engagement activities and recommend appropriate subject matter experts to aid in providing expertise in maritime consultancy projects	
		Oversee the review of performance gaps and opportunities derived from root cause analyses		
		Lead the co-creation of maritime solutions with key client stakeholders to ensure that solutions developed address identified performance gaps and opportunities, and are aligned with project scope and client needs		
Drive solutions implementation processes		Oversee maritime solutions' implementation processes to ensure achievement of desired project outcomes and timely resolution of implementation roadblocks		
		Advise project teams on mitigation measures to address implementation roadblocks and provide recommendations to enhance effectiveness of maritime solutions		
		Manage communications with clients on project outcomes and recommended long-term follow-ups		
		Conduct project closure delivery and post-mortem initiatives with marine consultancy teams		
Manage marine consultancy projects		Manage maritime consultancy projects across projects' lifecycles, including planning, budgeting, resource allocation and invoicing		
		Oversee project team check-ins with clients and provide recommendations to mitigate potential project roadblocks		
		Oversee client relationship management activities and overall project team performance to ensure quality of deliverables and fulfilment of client expectations		
Skills and Competencies	Technical Skills and Competencies		Generic Skills and Competencies (Top 5)	
	Budgeting	Level 5	Decision Making	Advanced
	Business Data Analysis	Level 4	Global Mindset	Advanced
	Business Environment Analysis	Level 6	Service Orientation	Advanced
	Business Negotiation	Level 5	Leadership	Advanced
	Business Opportunities Development	Level 5	Transdisciplinary Thinking	Advanced

	Business Planning	Level 5	
	Business Presentation Delivery	Level 5	
	Change Management	Level 6	
	Contract and Vendor Management	Level 5	
	Customer Experience Management	Level 5	
	Cyber Security	Level 3	
	Innovation	Level 5	
	Manpower Planning	Level 5	
	Market Profiling	Level 5	
	Market Research	Level 5	
	Networking	Level 6	
	Organisational Analysis	Level 5	
	Partnership Management	Level 5	
	Process Improvement and Optimisation	Level 5	
	Project Feasibility Assessment	Level 5	
	Project Management	Level 5	
	Proposal Writing	Level 4	
	Resource Management	Level 5	
	Solution Design Thinking	Level 5	
	Stakeholder Management	Level 5	
	Strategy Planning	Level 5	
	Technology Integration	Level 4	
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.