

SKILLS FRAMEWORK FOR SEA TRANSPORT SKILLS MAP - NETWORK PLANNING MANAGER				
<b>Sector</b>	Sea Transport			
<b>Track</b>	Shipping			
<b>Sub-track</b>	Commercial Management			
<b>Occupation</b>	Network Planner			
<b>Job Role</b>	Network Planning Manager			
<b>Job Role Description</b>	<p>The Network Planning Manager oversees planning of services and capacity within the scope of the network area. He/She ensures smooth operation, service integrity, cost efficiency and optimal flow of cargo by addressing any structural, scheduling or capacity issues. He ensures optimal daily operation of assigned services. He possesses strong knowledge of commercial and operational drivers and network design to improve services and products. He is responsible for evaluating trade-offs between volume and market share, yield, reliability and costs.</p> <p>He is results oriented, adaptable, methodical and can address complex issues in a challenging business environment.</p>			
<b>Critical Work Functions and Key Tasks</b>	<b>Critical Work Functions</b>		<b>Key Tasks</b>	
	Engage in network products and/or services planning		Review industry profiling to develop target markets, product segments, localised products and services	
			Identify potential growth areas and business opportunities to extend network, products and revenue bases	
			Develop tonnage and chartering strategies based on market and commercial analyses	
			Carry out product rationalisation and/or service re-design to improve existing services	
			Review benchmarking analyses of key competitors' service networks, and organisational strengths and weaknesses	
			Review output of feasibility studies to determine viability of developing new and/or potential services, products, loops and/or strings	
	Optimise performance of products and/or services		Manage the creation of new services and/or products to meet network demands and requirements	
			Manage vessels within network, based on cargo forecasts and vessel availability	
			Review vessel sizing in existing network and maximise utilisation	
Review processes for cost optimisation to increase yield				
Address structural, scheduling and capacity issues to optimise utilisation of products and/or services				
Review analyses and determine trade-offs between volume, market share, yield, reliability and costs				
Manage network relationships		Enhance relationships with existing and potential partners to expand network coverage		
		Support contractual negotiations with partners and make recommendations on key contract terms		
		Manage contracts, disputes and/or performance issues		
<b>Skills and Competencies</b>	<b>Technical Skills and Competencies</b>		<b>Generic Skills and Competencies (Top 5)</b>	
	Business Opportunities Development	Level 4	Decision Making	Intermediate
	Business Performance Management	Level 4	Communication	Intermediate
	Business Planning	Level 4	Sense Making	Advanced
	Change Management	Level 4	Problem Solving	Advanced
	Continuous Improvement Management	Level 4	Transdisciplinary Thinking	Intermediate
	Contract and Vendor Management	Level 4		
	Cyber Security	Level 3		
	Demand Analysis	Level 4		
	Innovation	Level 4		
	Market Research	Level 4		
	Networking	Level 4		
	Organisational Strategy and Policy Realisation	Level 5		
	Project Feasibility Assessment	Level 4		
	Resource Management	Level 4		
	Shipping Network Operations Management	Level 4		
Stakeholder Management	Level 4			
Systems Thinking Application	Level 4			
<b>Programme Listing</b>	For a list of Training Programmes available for the Sea Transport sector, please visit: <a href="http://www.skillsfuture.sg/skills-framework/sea-transport">www.skillsfuture.sg/skills-framework/sea-transport</a>			

The information contained in this document serves as a guide.