

**SKILLS FRAMEWORK FOR SEA TRANSPORT
SKILLS MAP – SENIOR SHIPPING ANALYST**

Sector	Sea Transport			
Track	Shipping			
Sub-track	Commercial Management			
Occupation	Shipping Analyst			
Job Role	Senior Shipping Analyst			
Job Role Description	<p>The Senior Shipping Analyst is responsible for evaluating market research findings, analysing data, and preparing presentation materials to develop shipping business strategies. He/She leverages data analytics to make informed business decisions, problem-solve, and recommend solutions to solve problems. He leads the analyses of market trends and data to provide an overview of market developments. He may be required by the organisation to provide recommendations to improve operational performance and/or enhance cost efficiency.</p> <p>He possesses strong communication, planning and organisational skills. He maintains consistent communication with different teams to obtain data for analysis.</p>			
Critical Work Functions and Key Tasks	Critical Work Functions		Key Tasks	
	Analyse and anticipate market developments		Develop market reports based on consolidated analyses from and internal technological tools and from third-party sources (e.g. independent consultancies, data service providers, brokerage firms)	
			Review analyses and trend reports to analyse impact on the organisation's operations, fleet supply, and trade routes	
			Review market analysis reports regarding developments in the shipping market	
			Review presentation materials to ensure accuracy of data and calculations	
	Analyse and enhance operational performance		Develop reports on vessel performance, budgets, key risks, technical and operational performance	
			Review the organisation's activities across various geographies and trade markets to develop risk mitigation strategies to the organisation's management	
			Review voyage and port call processes to enhance operations	
			Develop quantitative key performance indicators (KPIs) across teams to monitor and analyse achievement progress	
			Build business intelligence frameworks leveraging organisation's business data, inputs from market researches and emerging data analytics tools	
	Formulate strategic business plans		Review identified opportunities for competitive business advantage across the value-chain	
			Analyse the quantitative impact on business in collaboration with local and/or regional finance and operational teams	
			Review business intelligence reports to assist in the development of strategic business plans	
			Review recommendations on new and emerging markets and recommend solutions in response to trends and innovations	
			Provide working-level support to execute implementation plans to adapt existing shipping portfolios for new business opportunities	
Service client accounts for provision of data and research		Engage individual clients, understand their research questions, and develop customised research insights		
		Review and provide commentaries to internal or external publications		
Skills and Competencies	Technical Skills and Competencies		Generic Skills and Competencies (Top 5)	
	Benchmarking	Level 4	Computational Thinking	Intermediate
	Budgeting	Level 4	Problem Solving	Intermediate
	Business Data Analysis	Level 3	Teamwork	Intermediate
	Business Negotiation	Level 4	Communication	Intermediate
	Business Performance Management	Level 4	Transdisciplinary Thinking	Intermediate
	Business Planning	Level 4		
	Business Presentation Delivery	Level 4		
	Continuous Improvement Management	Level 4		
	Cyber Security	Level 3		
	Data Mining and Modelling	Level 3		
	Demand Analysis	Level 4		
	Innovation	Level 4		
	Market Profiling	Level 4		
	Market Research	Level 4		
Organisational Analysis	Level 4			
Risk Control and Response Planning	Level 5			

	Solution Design Thinking	Level 4	
	Stakeholder Management	Level 4	
	Strategy Planning	Level 4	
	Systems Thinking Application	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.