

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

Sector	Sea Transport			
Track	Shipping			
Sub-track	Commercial Management			
Occupation	Shipping Analyst			
Job Role	Shipping Analyst			
Job Role Description	<p>The Shipping Analyst develops insights to enhance an organisation's business strategies. He/She analyses market trends and provides comprehensive overview of market developments for strategic business planning purposes. He also analyses business processes to identifying opportunities to enhance operational performance and cost efficiency.</p> <p>He possesses good communication, planning and organisational skills. He manages stakeholders and works effectively in a team. He is able to manage his time well to meet given timelines.</p>			
Critical Work Functions and Key Tasks	Critical Work Functions		Key Tasks	
	Analyse and anticipate market developments	Collate market data and analyses from internal technological tools and external contractors (e.g. independent consultancies, data service providers, brokerage firms)		
		Conduct market research and analyses on vessel supply and commodity trade data to understand their impacts on the organisation's fleet deployment and operations, profitability of trade routes		
		Develop market analysis reports on developments in the shipping market		
		Keep abreast of current affairs and industry regulation trends to understand their impact on specific sectors of the maritime industry		
	Analyse and enhance operational performance	Consolidate and analyse shipping data to evaluate vessel performance, budgets, technical and operational performance		
		Analyse requirements of voyage and port call processes to define operational metrics		
		Consolidate information on achievement of operational targets and key performance indicators (KPIs)		
		Work with internal and external software developers to build data management and analytical tools and products (e.g. vessel performance dashboards)		
	Formulate strategic business plans	Identify opportunities for cost reduction, increased product differentiation and other competitive business advantages across the value chain		
		Consolidate relevant data points to support analysis of quantitative impacts on business		
		Generate comprehensive business intelligence reports from research conducted for strategic business planning		
		Make recommendations on new and emerging markets using business data, market research inputs and data analytics		
Support the execution of implementation plans to adapt existing 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			
	Provide commentaries to internal or external publications			
Skills and Competencies	Technical Skills and Competencies		Generic Skills and Competencies (Top 5)	
	Benchmarking	Level 3	Digital Literacy	Intermediate
	Business Data Analysis	Level 2	Problem Solving	Basic
	Business Negotiation	Level 3	Computational Thinking	Basic
	Business Performance Management	Level 3	Teamwork	Basic
	Business Presentation Delivery	Level 3	Communication	Basic
	Continuous Improvement Management	Level 3		
	Cyber Security	Level 3		
	Data Mining and Modelling	Level 2		
	Demand Analysis	Level 3		
	Innovation	Level 3		
	Market Profiling	Level 3		
	Market Research	Level 3		
	Risk Control and Response Planning	Level 4		
	Solution Design Thinking	Level 3		
	Stakeholder Management	Level 3		
Technology Integration	Level 2			
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.