

SKILLS FRAMEWORK FOR SEA TRANSPORT SKILLS MAP - HEAD OF TRADE MANAGEMENT					
Sector	Sea Transport				
Track	Shipping				
Sub-track	Commercial Management				
Occupation	Trade Manager				
Job Role	Head of Trade Management				
Job Role Description	<p>The Head of Trade Management is in charge of overall commercial strategy to achieve the organisation's revenue targets. He/She formulates strategic trading plans and assumes overall profit and loss responsibilities to maximise the organisation's market share. He builds on the organisation's unique trading propositions and competitive advantage to secure new partners and expand trade portfolios. He secures trade opportunities, oversees product development, and enhances business relationships with local and regional partners.</p> <p>He is driven to succeed in the marketplace and possesses exceptional leadership and negotiation skills to identify and pursue strategic business opportunities.</p>				
Critical Work Functions and Key Tasks	Critical Work Functions		Key Tasks		
	Develop trade strategies		Formulate strategies to align trade plans with target markets, product segments, localised products and services		
			Extend market reach and revenue bases according to potential growth areas and business opportunities		
			Guide the formulation of trading strategies to account for various market trends or economic conditions		
	Optimise trade performance		Drive trade portfolio targets by assuming profit and loss responsibilities		
			Lead identification of portfolio opportunities to enhance trading opportunities to meet strategic objectives		
			Formulate pricing strategies to allow pricing agility in relation to changing business and market needs		
			Drive revenue improvement strategies to ensure trade-offs, according to organisational objectives		
			Set strategic directions to acquire new and existing trade routes		
			Drive collaboration with relevant teams to manage risks arising from trades executed		
Manage trade relationships		Drive the development of relationships with existing agencies, partners and new customers			
		Endorse decisions on future trade renewals, changes or termination based on analysis and evaluation of overall performance of trade partners			
		Steer resolution strategies to manage trade contracts, disputes and/or performance issues of key trade partners, based on organisational policies and procedures			
Skills and Competencies	Technical Skills and Competencies			Generic Skills and Competencies (Top 5)	
	Benchmarking	Level 5	Global Mindset	Advanced	
	Budgeting	Level 5	Leadership	Advanced	
	Business Negotiation	Level 5	Decision Making	Advanced	
	Business Performance Management	Level 5	Developing People	Advanced	
	Business Planning	Level 5	Service Orientation	Advanced	
	Business Presentation Delivery	Level 5			
	Change Management	Level 5			
	Continuous Improvement Management	Level 5			
	Contract and Vendor Management	Level 5			
	Customer Experience Management	Level 5			
	Cyber Security	Level 3			
	Demand Analysis	Level 5			
	Innovation	Level 5			
	Market Profiling	Level 5			
	Market Research	Level 5			
	Networking	Level 5			
	Organisational Strategy and Policy Realisation	Level 6			
	Pricing Strategy	Level 5			
	Resource Management	Level 5			
	Risk Control and Response Planning	Level 6			
	Shipping Trade Management	Level 5			
Solution Design Thinking	Level 5				
Stakeholder Management	Level 5				
Systems Thinking Application	Level 5				

**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.