

**SKILLS FRAMEWORK FOR SEA TRANSPORT  
SKILLS MAP - TRADE MANAGEMENT**

<b>Sector</b>	Sea Transport			
<b>Track</b>	Shipping			
<b>Sub-track</b>	Commercial Management			
<b>Occupation</b>	Trade Manager			
<b>Job Role</b>	<b>Trade Management Executive</b>			
<b>Job Role Description</b>	<p>The Trade Management Executive executes commercial strategy to achieve revenue targets. Under supervision, he/she is involved in the development of pricing strategies, vessel capacity allocation, cargo selection and/or routings and liaison with shipping agents, and stakeholders on trade matters. He monitors performance against budget of all profit and loss items and identifies variations in financial performance. He executes trading activities that supports portfolio objectives and manage relationships with existing and new trade partners.</p> <p>He is analytical, logical, and develops an understanding of the maritime market.</p>			
<b>Critical Work Functions and Key Tasks</b>	<b>Critical Work Functions</b>		<b>Key Tasks</b>	
	Develop trade strategies		Conduct industry profiling, market segmentation and gap analyses	
			Forecast potential growth areas and business opportunities in shipping to extend market reach and revenue base	
			Identify opportunities for market and product expansion	
	Optimise trade performance		Analyse trends in revenue and contribution, market share, loading performance and vessel utilisation rates to track trade performance against targets	
			Monitor vessels and cargo operations within assigned areas of responsibility	
			Analyse trade portfolio to identify trading opportunities for enhancement of portfolio positions	
			Monitor supply, demand and geopolitical factors that may affect trade and valuations	
			Analyse market environment to identify spot pricing or contracts based on customer requirements, competitive dynamics and slot availability	
			Conduct analysis on trade-offs against profit and loss items, including sales volumes yield by country, trade lanes, product type and imbalance costs	
		Ensure that relevant regulatory documentation and requisite approvals are submitted to relevant customs and port authorities		
Manage trade relationships		Conduct business and trade risk assessments across business functions and execute risk response activities		
		Support the development of relationships with existing agencies, partners and/or new customers		
		Monitor activities and performance of trade partners against contract terms and identify performance problems or contractual issues		
		Resolve trade contracts, disputes and/or performance issues at operational level		
<b>Skills and Competencies</b>	<b>Technical Skills and Competencies</b>		<b>Generic Skills and Competencies (Top 5)</b>	
	Benchmarking	Level 3	Problem Solving	Basic
	Budgeting	Level 3	Resource Management	Basic
	Business Negotiation	Level 3	Decision Making	Intermediate
	Business Performance Management	Level 3	Teamwork	Basic
	Business Planning	Level 3	Service Orientation	Basic
	Change Management	Level 3		
	Continuous Improvement Management	Level 3		
	Contract and Vendor Management	Level 3		
	Customer Experience Management	Level 3		
	Cyber Security	Level 3		
	Demand Analysis	Level 3		
	Innovation	Level 3		
	Market Profiling	Level 3		
	Market Research	Level 3		
	Networking	Level 3		
	Organisational Strategy and Policy Realisation	Level 4		
	Pricing Strategy	Level 3		
	Resource Management	Level 3		
	Risk Control and Response Planning	Level 4		
Shipping Trade Management	Level 3			
Solution Design Thinking	Level 3			

	Stakeholder Management	Level 3	
	Systems Thinking Application	Level 3	
<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.