

SKILLS FRAMEWORK FOR SEA TRANSPORT SKILLS MAP - SENIOR CHARTERER/CHARTERER				
<b>Sector</b>	Sea Transport			
<b>Track</b>	Shipping			
<b>Sub-track</b>	Commercial Management			
<b>Occupation</b>	Ship Charterer			
<b>Job Role</b>	Senior Charterer/Charterer			
<b>Job Role Description</b>	<p>The Senior Charterer/Charterer sources for spot and future cargoes to ensure vessels owned, chartered-in and/or managed by the company are profitably employed. He/She also manages the client relationship by addressing pre- and post-fixture issues and gathers data for potential business opportunities.</p> <p>He has good analytical and problem-solving skills, with the ability to communicate with various stakeholders.</p>			
<b>Critical Work Functions and Key Tasks</b>	<b>Critical Work Functions</b>		<b>Key Tasks</b>	
	Grow ship chartering business		Identify and solicit prospective clients for spot or future cargoes, contracts and tonnage through brokers or direct contact with cargo and vessel owners	
			Monitor and analyse market trends through data analytics, networking to identify business opportunities	
			Negotiate the terms and finalise details of charter parties	
			Report findings for business development	
	Manage chartering operations		Prepare reports on sales and freight earnings	
			Liaise with cargo owners, operations, technical management, and demurrage analysts on resolution processes for pre- and post-fixture issues	
			Monitor and review actual voyage charters, time charters, contracts of affreightment against performance targets	
	Service client accounts		Manage contracts with ship owners, cargo owners and brokers	
			Manage issues arising from servicing client accounts	
		Manage and archive information exchange between clients and business		
		Maintain relationships with cargo owners		
<b>Skills and Competencies</b>	<b>Technical Skills and Competencies</b>		<b>Generic Skills and Competencies (Top 5)</b>	
	Business Negotiation	Level 3	Communication	Advanced
	Business Data Analysis	Level 3	Interpersonal Skills	Advanced
	Business Planning	Level 3	Teamwork	Advanced
	Cash Flow Reporting	Level 3	Service Orientation	Advanced
	Chartering	Level 3	Sense Making	Advanced
	Cyber Security	Level 3	Problem Solving	Intermediate
	Financial Analysis	Level 3	Decision Making	Advanced
	Financial Management	Level 3	Computational Thinking	Intermediate
	Innovation	Level 3	Managing Diversity	Intermediate
	Market Research	Level 3	Digital Literacy	Advanced
	Networking	Level 3	Global Mindset	Intermediate
	Proposal Writing	Level 3	Lifelong Learning	Intermediate
	Service Excellence	Level 3		
Technology Integration	Level 2			
<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.