

**SKILLS FRAMEWORK FOR SEA TRANSPORT
TECHNICAL SKILLS AND COMPETENCIES (TSC) REFERENCE DOCUMENT**

TSC Category	Investment and Financial Management					
TSC	Shipping Trade Management					
TSC Description	Perform shipping trades and devise commercial strategies to achieve trade volume and revenue targets					
TSC Proficiency Description	Level 1	Level 2	Level 3	Level 4	Level 5	Level 6
			STP-FIN-3033-1.1	STP-FIN-4033-1.1	STP-FIN-5033-1.1	
			Perform trades in accordance to assigned shipping trade plans and strategies	Structure shipping trades based on synthesised assessment of financial instruments, markets and risk factors	Establish shipping trade strategies taking into consideration the organisations', investors' or individuals' portfolio positions and risk appetite	
Knowledge			<ul style="list-style-type: none"> • Different maritime asset classes, commodity and derivative types • Pricing guidelines, tariffs and structures • Types of vessels, cargo and their corresponding characteristics • Methods to maximise vessel utilisation and best practices of cargo transportation • Trade routes, laws and regulations • Maritime market developments • Maritime operational risks and control methodologies • Freight terms and custom regulations • Trade documentation processes • Potential threats arising from trade activities 	<ul style="list-style-type: none"> • Valuation and pricing approaches, methods and metrics • Financial measurements of the shipping industry based on volume, revenue, margins and utilisation factors • Risk assessments and risk response arising from trade activities • Charter party terms and custom regulations • Methods to mitigate threats arising from trade activities 	<ul style="list-style-type: none"> • Risk frameworks • Trading strategies to account for varying market trends and economic conditions • Impact of maritime market developments and potential trade portfolio opportunities • Revenue improvement strategies • Strategies to align trade plans with target market • Hedging strategies and principles • Strategies to acquire new and existing trade routes 	
Abilities			<ul style="list-style-type: none"> • Execute trades according to trade plans • Monitor global trends and developments in the 	<ul style="list-style-type: none"> • Develop trade plans based on trade strategies and portfolio objectives 	<ul style="list-style-type: none"> • Define and establish risk appetite for the shipping trade business unit 	

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			<p>maritime sector to inform trades</p> <ul style="list-style-type: none"> Analyse trade-offs against profit and loss (P&L) items to maximise revenue Monitor trade documentation to ensure compliance with organisational policies, international regulations and relevant port authorities Collate accurate qualitative and quantitative data for market trend analyses to track current performance against targets Conduct cost analysis for charter hire, bunker, port charges and/or other relevant costs incurred Identify operational threats of trades performed to analyse its commercial impact 	<ul style="list-style-type: none"> Manage trading of products based on shipping trade plans and strategies Lead product changes according to shipping market intelligence and geopolitical factors affecting trade Evaluate pricing strategy to ensure it is optimal and aligned with profit targets Run simulations on vessel utilisation rates, loading performance and cargo operations under regular market conditions and stress-based scenarios to ensure performance is aligned with targets Mitigate threats arising from trades performed Strengthen trades portfolio and achieve optimal outcomes based on analyses of opportunities, threats, and/or new regulations 	<ul style="list-style-type: none"> Formulate and continually refine hedging strategies to protect against large unfavourable movements in markets Evaluate key shipping industry challenges that are shaping the commodity and derivative markets Review risk and return policies to inform trade strategies Determine trading portfolio strategy at macro and micro levels Drive the acquisition new and existing trade routes 	
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