

Skills Framework for Wholesale Trade

Programmes that broaden or deepen specific skills and knowledge for the various job roles in the sector

Trading and Sales

Job Role:
Sales Manager

Full Qualification Programmes	Providers
Minor in International Trade Management	Singapore University of Social Sciences

Technical Skills and Competencies (TSC)			Modular Programmes	Providers
Category	Title	Proficiency Level		
Business Development	Networking	4	Strategic Stakeholder Engagement	Capelle Academy Pte Ltd
			Manage Programmes and Activities to Enhance Stakeholder Relationships (Part of Business Management for Managers)	Kaplan Professional
			Strategic Business Skills for Project Managers (SBSPM)	Ode Consulting Pte Ltd
Business Finance	Budgeting	4	Financial Management Skills for Non-Accountants	Nanyang Polytechnic
			Manage budgeting and forecasting processes for the Business Unit (Part of Business Management for Managers)	Kaplan Professional
			Manage Budgeting and Forecasting Processes for the Business Unit	Singapore National Employers' Federation
Research and Data Analytics	Market Profiling	4	BHB3302 Hospitality Data Analytics	Singapore Institute of Technology

Generic Skills and Competencies (GSC)		Modular Programmes	Providers
Title	Proficiency Level		
Interpersonal Skills	Advanced	Foster Business Relationship	Kaplan Professional
		Strategic Leadership	SeraphCorp Institute Pte Ltd
		Role of Effective Managers – Connecting the Dots!	SMU-Centre for Professional Studies
Problem Solving	Advanced	IMPACT: Advanced Problem Solving & Decision Making Workshop	Capelle Academy Pte Ltd
		Apply Systems Thinking in Problem Solving and Decision Making	Service Quality Centre Pte Ltd
		Apply Systems Thinking in Problem Solving & Decision Making	Singapore National Employers Federation
		Apply Systems Thinking in Problem Solving and Decision Making	SSA Consulting Group Pte Ltd