

**SKILLS FRAMEWORK FOR WHOLESALE TRADE
SKILLS MAP – COMMODITIES TRADING MANAGER/SENIOR COMMODITIES TRADER**

Sector	Wholesale Trade	
Track	Trading and Sales	
Occupation	Trader	
Job Role	Commodities Trading Manager/Senior Commodities Trader	
Job Role Description	<p>The Commodities Trading Manager/Senior Commodities Trader assumes profit and loss responsibilities of quantifiable trading portfolios, which may comprise one or multiple types of commodities, and their supporting activities. He/She plans trading activities that supports his portfolio objectives and develops relationships with existing and new trade partners.</p> <p>He identifies opportunities both locally and regionally that could enhance portfolio positions. He is expected to maintain and build business relationships with trade partners. Armed with strong numerical and business acumen, he possesses a good understanding of the market conditions as well.</p>	
Critical Work Functions and Key Tasks	Critical Work Functions	Key Tasks
	Engage in buying and/or selling activities	Develop commodities trading strategies to guide positions during various market trends or economic conditions Approve trades beyond the rates or limits stipulated for Trade team and execute trades in accordance to portfolio objectives Facilitate negotiation of buying and/or selling for bigger trades Escalate trades with potential risks to trade compliance and develop rectification measures Facilitate collaboration with operations team to manage physical settlement of commodity Facilitate collaboration with market analysis team by guiding targeted research areas and offering inputs on markets
	Manage commodity portfolios	Manage profit or loss responsibilities of portfolios consisting of one or multiple commodities Develop trading plans to address portfolio gaps identified in commodity classes Facilitate organisation's application of controls to safeguard commodity portfolio positions Review periodic portfolio status reports Facilitate collaboration with derivatives trading team to manage risks arising from trades performed via structured trades Review valuation methods and assumptions used in valuation Assess supply and demand factors that affect trades and valuations
	Manage trade relationships	Develop targeted trade partnering strategies and implementation plan Enhance networks with existing and potential trade partners Analyse trade partner service delivery and performance levels in line with key performance indicators, and provide performance feedback Facilitate appropriate actions to manage trade contracts, disputes or performance issues of key trade partners
	Drive collaboration of human resource, technology, finance and continuous improvement initiatives	Propose department's financial budget for management approval Develop corporate governance measures Provide on-the-job training and performance evaluation to subordinates Implement department's recruitment and retention efforts Facilitate use of technologies, electronic tools and devices

Contribute in key activities and milestones in technology implementation projects

Provide assistance in ongoing records and information review to determine effectiveness of work processes and procedures

Plan continuous work improvement activities and performance improvement strategies

	Technical Skills & Competencies		Generic Skills & Competencies	
	Budgeting	Level 4	Interpersonal Skills	Advanced
Business Negotiation	Level 4	Communication	Advanced	
Business Performance Management	Level 4	Service Orientation	Advanced	
Business Planning	Level 4	Teamwork	Intermediate	
Change Management	Level 4	Global Mindset	Advanced	
Commodity Trading Management	Level 4			
Conflict Management	Level 4			
Continuous Improvement Management	Level 4			
Contract Development and Management	Level 4			
Customer Relationship Management	Level 4			
Data Mining and Modelling	Level 3			
Demand Analysis	Level 4			
Effectiveness Management	Level 4			
Enterprise Risk Management	Level 4			
Innovation Management	Level 4			
Learning and Development	Level 4			
Manpower Planning	Level 4			
Market Research	Level 4			
Market Risk Management	Level 3			
Networking	Level 4			
Organisational Analysis	Level 4			
Resource Management	Level 4			
Solutions Design Thinking	Level 4			
Stakeholder Management	Level 4			
Strategy Planning	Level 4			
Systems Thinking Application	Level 4			
Technology Integration	Level 3			
Programme Listing	For a list of Training Programmes available for the Wholesale Trade sector, please visit www.skillsfuture.sg/skills-framework/wholesaletrade			

The information contained in this document serves as a guide.