

SKILLS FRAMEWORK FOR WHOLESALE TRADE
 SKILLS MAP – COMMODITIES TRADER

Sector	Wholesale Trade			
Track	Trading and Sales			
Occupation	Trader			
Job Role	Commodities Trader			
Job Role Description	<p>The Commodities Trader assumes day-to-day trading activities that includes executing trading activities as per trading plans, monitoring portfolio positions and market conditions.</p> <p>He/She identifies opportunities both locally and regionally that could enhance portfolio positions. He is expected to maintain and enhance business relationships with trade partners and be familiar with trade operations. Analytical and logical, he develops an understanding of the commodity market that facilitates portfolio optimisation and effective trading activities. He is resourceful, a team player and has good negotiation skills.</p>			
Critical Work Functions and Key Tasks	Critical Work Functions	Engage in buying and/or selling activities	Apply relevant commodity trading strategies to guide positions during various market trends or economic conditions	
			Execute trades that are within allowed rates or limit in accordance to portfolio objectives	
			Conduct negotiation of buying and/or selling activities	
			Implement internal trade guidelines to ensure compliance to regulatory requirements and legislations	
			Collaborate with operations team to see through the physical settlement of commodity	
			Collaborate with market analysis team to form buy or sell decisions	
	Manage commodity portfolios	Analyse commodity portfolio to identify trading opportunities		
		Apply organisation's controls to safeguard commodity portfolio positions		
		Prepare periodic portfolio status reports		
		Collaborate with derivative trading team to manage risks arising from trades performed via structured trades		
		Perform appropriate valuation methods to assess commodity valuation		
		Monitor supply and demand factors that affect trades and valuations		
	Manage trade relationships	Execute targeted trade partnering implementation plan		
		Initiate working-level relationships with existing networks and possible trade partners		
		Monitor activities and performance of trade partners against contract terms and identify performance problems or contractual issues		
		Resolve trade contracts, disputes or performance issues at operational level		
Drive collaboration of human resource, technology, finance and continuous improvement initiatives	Facilitate the 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 the effectiveness of work processes and procedures			
	Plan continuous work improvement activities and performance improvement strategies			
Skills & Competencies	Technical Skills & Competencies		Generic Skills & Competencies	
	Business Negotiation	Level 3	Communication	Intermediate

	Business Performance Management	Level 3	Interpersonal Skills	Intermediate
	Business Planning	Level 3	Teamwork	Intermediate
	Change Management	Level 3	Service Orientation	Intermediate
	Commodities Trading Management	Level 3	Problem Solving	Intermediate
	Conflict Management	Level 3		
	Continuous Improvement Management	Level 3		
	Customer Relationship Management	Level 3		
	Data Mining and Modelling	Level 3		
	Demand Analysis	Level 3		
	Effectiveness Management	Level 3		
	Innovation Management	Level 3		
	Learning and Development	Level 3		
	Market Research	Level 3		
	Market Risk Management	Level 2		
	Networking	Level 3		
	Resource Management	Level 3		
	Solutions Design Thinking	Level 3		
	Stakeholder Management	Level 3		
	Systems Thinking Application	Level 3		
	Technology Integration	Level 2		
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.