

**SKILLS FRAMEWORK FOR WHOLESALE TRADE
SKILLS MAP - HEAD OF DERIVATIVES TRADING**

Sector	Wholesale Trade			
Track	Trading and Sales			
Occupation	Trader			
Job Role	Head of Derivatives Trading			
Job Role Description	<p>The Head of Derivatives Trading assumes overall responsibilities of expanding the organisation's profitability via derivatives trades. He/She builds on the organisation's commodity trading by formulating options or hedging strategies. He plans, directs and implements strategic derivative trading plans.</p> <p>He is expected to keep abreast of market trends, including disruptive forces, legislative and regulatory changes. His responsibility also includes identifying developments in products, and maintaining and enhancing business relationships with stakeholders. He possesses strong negotiation and interpersonal skills and is required to identify and pursue strategic business opportunities.</p>			
Critical Work Functions and Key Tasks	Critical Work Functions	Key Tasks		
	Perform derivatives trading activities	Endorse derivative trading strategies on derivatives exchanges based on identified trading and market-making opportunities		
		Drive collaboration with over-the-counter parties to structure bespoke derivative trades		
		Drive relationship building activities with trade counter-parties		
		Endorse derivative trades that are beyond the rates or limits stipulated for the team		
		Direct compliance to trade regulations and guidelines in consultation with regulatory and risk management team		
		Guide team in modifying assumptions to increase derivative valuation accuracy		
	Manage derivatives positions	Guide derivative portfolio strategies to account for various market trends or economic conditions		
		Direct compliance to trade controls to safeguard organisation's derivative positions		
		Evaluate performance of derivative portfolio against strategic objectives		
		Establish collaboration with Commodity Trading team to manage risks from their trade positions		
	Drive collaboration of human resource, technology, finance and continuous improvement initiatives	Lead the department's financial budgeting process to acquire funds for the department's activities		
		Drive corporate governance measures		
Manage subordinates' professional and career development				
Manage department's recruitment and retention efforts				
Lead technology application to improve productivity and innovation				
Develop revised workplace technology approach for productivity improvement and innovation				
Direct review and analysis of work outcomes to determine effectiveness of processes and procedures				
Formulate process solutions to innovate current work processes				
Skills & Competencies	Technical Skills & Competencies		Generic Skills & Competencies	
	Budgeting	Level 5	Global Mindset	Advanced
	Business Negotiation	Level 5	Leadership	Advanced
	Business Performance Management	Level 5	Communication	Advanced

	Business Planning	Level 5	Computational Thinking	Advanced
	Business Presentation Delivery	Level 5	Decision Making	Advanced
	Change Management	Level 5		
	Conflict Management	Level 5		
	Continuous Improvement Management	Level 5		
	Contract Development and Management	Level 5		
	Demand Analysis	Level 5		
	Derivatives Trading Management	Level 5		
	Effectiveness Management	Level 5		
	Enterprise Risk Management	Level 5		
	Innovation Management	Level 5		
	Learning and Development	Level 5		
	Manpower Planning	Level 5		
	Market Research	Level 5		
	Market Risk Management	Level 3		
	Organisational Analysis	Level 5		
	Resource Management	Level 5		
	Solutions Design Thinking	Level 5		
	Stakeholder Management	Level 5		
	Strategy Planning	Level 5		
	Systems Thinking Application	Level 5		
	Technology Integration	Level 4		
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.