

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

Sector	Wholesale Trade			
Track	Trading and Sales			
Occupation	Trader			
Job Role	Derivatives Trading Manager/Senior Derivatives Trader			
Job Role Description	<p>The Derivatives Trading Manager/Senior Derivatives Trader assumes responsibilities of quantifiable derivative trading portfolios and their supporting activities. He/She plans derivative trading activities that support his portfolio objectives and take leads in structured products' deal making.</p> <p>He is expected to develop derivative portfolio strategies to guide positions during various market trends or economic conditions. Armed with strong numerical and business acumen, he possesses a good understanding of market conditions as well.</p>			
Critical Work Functions and Key Tasks	Critical Work Functions	Key Tasks		
	Perform derivatives trading activities	Propose market-making opportunities in derivative exchange by connecting the dots across a broad range of market data		
		Facilitate trade with over-the-counter parties to structure bespoke derivative trades		
		Enhance relationships with trade counter-parties through relationship building activities		
		Approve derivative trades beyond the rates or limits stipulated for the team and execute trades in accordance to portfolio objectives		
		Escalate trades with potential risks to trade compliance and develop rectification measures		
		Verify that customised contracts are aligned with agreed derivative trades		
		Review derivative valuation models and assumptions used		
	Manage derivatives positions	Develop derivative portfolio strategies to guide positions during various market trends or economic conditions		
		Facilitate application of controls to safeguard derivatives positions		
		Review periodic portfolio status reports		
		Review derivative trades performed to support commodities trading team in managing risk from positions		
	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 the effectiveness of work processes and procedures				
Plan continuous work improvement activities and performance improvement strategies				
Skills & Competencies	Technical Skills & Competencies		Generic Skills & Competencies	
	Budgeting	Level 4	Interpersonal Skills	Advanced
	Business Negotiation	Level 4	Communication	Advanced

	Business Performance Management	Level 4	Computational Thinking	Advanced
	Business Planning	Level 4	Problem Solving	Advanced
	Change Management	Level 4	Global Mindset	Advanced
	Conflict Management	Level 4		
	Continuous Improvement Management	Level 4		
	Contract Development and Management	Level 4		
	Data Mining and Modelling	Level 3		
	Demand Analysis	Level 4		
	Derivatives Trading Management	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		
	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.