



Subsector: Private Banking

Job Family: Portfolio Management

Impact Level

Today, this role is responsible for portfolio construction, asset allocation and managing client portfolios according to client investment goals and parameters.

Medium Impact

Consolidated Activities

	Today	Future
Client Portfolio Management	Execution can be tedious due to the high volume e.g., usage of spreadsheets in portfolio tracking. Some banks are already offering real-time aggregated investment portfolio reporting for their clients.	Apart from accessing portfolio analysis or reports using smartphones and tablets, implementation of advanced digital tools will also enable clients to share their financial activities with financial advisors/private banker in real time, facilitating the dynamic portfolio management.
Portfolio Construction	Execution requires expertise/knowledge. This role partners with Financial Planners to tailor portfolio management solutions/strategies and distribute targeted presentations to clients.	Algorithmic automation will be used to streamline the decision-making process by filtering the vast investment ideas against clients' investment parameters (not limited to risk tolerance and time horizon).
Client Materials Development	RPA solutions can enable the extraction of data from multiple sources and assemble presentation materials, and sophisticated visualisation tools that can show complex relationships between news in the context of a portfolio are available to enable the role to make better informed decisions.	While there are opportunities to further automate the material development process, human intervention will remain critical as the information needs to be personalised and show how the suggestions will move the clients closer to achieving their goals.

In the next

3-5 years ...

While algorithms can help to manage a portfolio, human intervention will remain critical for this role. Data analytics and digital tools will be leveraged to deliver robust and timely recommendations, and effectively illustrate the value that can be delivered to clients.

Skills Differentiators:

- ▶ **Advanced Digital Acumen/Literacy:** The job holder will continuously upskill to be proficient in using sophisticated software/programs.
- ▶ **Data Interpretation and Analysis:** The skills to analyse and interpret quantitative and qualitative data and subsequently translate it into insights and investment recommendations will remain essential.
- ▶ **Lateral Thinking:** The job holder will demonstrate the ability to connect the dots using all the data available, enabling the job holder to see the big picture of how a new piece of information can affect the performance of the portfolio.
- ▶ **Stakeholder Engagement:** The job holder will maintain productive working relationships with internal and external stakeholders to deliver effective portfolio management strategies.
- ▶ **Customer Mindset:** This is vital for the job holder to tailor solutions that will help their clients to move closer to achieving their investment goals in a given timeframe.

