



Subsector: Asset Management

Job Family: Sales and Trading

Impact Level

Today, this role is responsible for executing buy and sell orders across all asset classes (equities, fixed income, money market, FX, commodities) on behalf on an investor.

High Impact

Consolidated Activities

	Today	Future
Order Execution	Automated trading and the development of algorithms are used to execute orders across different asset classes. The collaboration between human and machine is apparent throughout the trade cycle.	Human Traders and automation will continue to coexist to source liquidity and to ensure efficient execution. This role will work closely with Portfolio Managers to add value to the investment process, generate money-making ideas and reduce transaction costs.
Trading Strategy Development	Asset management firms are tapping on trading tools/software to obtain a clear view on the fragmented global information that affect the swings in different asset classes, and incorporate new trading data and analysis to optimise trading strategies.	This role will continue to leverage software and Advanced Analytics to generate new ideas for the portfolio team. It is also possible to take on more programming responsibilities to build their own custom tailored trading strategy using the templates available in software.
Partial Fill Allocation	Execution is rule-based and often repetitive. RPA helps to extract client/user data requirements (e.g., lot size allocation, long/short positions) to calculate partial fill allocations.	RPA solutions will continue to be leveraged.

In the next

3-5 years ...

Moving away from solely execution, buy-side Traders will add value to Portfolio Managers – e.g., demonstrate different trading methodologies and advise on the impact of regulations for best execution. The surge of data also requires them to distil information in the most effective way to asset managers.

Skills Differentiators:

- ▶ **Lateral Thinking:** The job holder will demonstrate the ability to think outside of the box when confronted with a new piece of information or research findings.
- ▶ **Risk Awareness:** The job holder will need to possess strong skills to understand how new regulations can affect execution and associated risks present in execution strategies.
- ▶ **Advisory:** The job holder will need to further develop this skill to apply the right advisory strategy to engage with the portfolio team in different situations.
- ▶ **Data Storytelling:** The job holder will need to be able to disseminate key messages and findings from research and analysis in a compelling, impactful, and easy-to-understand manner to audiences with varying levels of interest.
- ▶ **Advanced Digital Acumen:** The job holder will gain a strong understanding on AI-powered solutions and how technology solutions and its features can be further leveraged/enhanced to support the business.

