Trader

Subsector: Investment Banking	
Job Family: Sales and Trading	

Impact Level ▸ Today, this role is responsible for the buying and selling of various financial assets for investors and clients, making prices, executing trades and seeking to maximise assets and/or minimise risk.

Liquid Assets: ▬▬▬ ▬▬ ▬▬▬▬ High Impact
Illiquid Assets: ▬▬▬ ▬▬ ▬▬▬ ▬▬ Medium Impact

Consolidated Activities

	Today	Future
Trading Strategy and Risk Management	The continuous increase of electronic trading and enhanced regulatory requirements for transparency, extending to other asset classes beyond equities, has resulted in convergence of trading techniques across asset classes.	Machine learning algorithms – using a vast array of social networking data/public data sets can be used to discover breaking news and emerging trends – will continue to support trading strategies. Human judgment will remain critical in deciphering analysis, addressing nuances, and filtering relevant information to be shared with different stakeholder groups.
Trade Execution	Liquid assets (i.e., equities) are already heavily automated with algorithms working behind trade execution. The option to implement trade execution platforms as a service is also available, offering clear attribution of trading costs, delivering sophisticated risk management at lower costs. This offers transparency that is compliant with MiFID II and trading rules. New technology is also available, which enhances the effectiveness of conversations with clients.	With the use of deep learning, recommendations that best fit client's needs and the bank's balance sheet can be generated. Banks will also leverage cloud-based (encrypted) voice messaging to eliminate the expenses associated with legacy tele-communication systems. It is important to note that voice communication will remain critical as it continues to help Traders to convey nuances and build trust- based relationships with their stakeholders. Hence, human intervention will remain critical.

In the next

3-5 years ...

Traders (Liquid assets) could be replaced by technologists as electronic trading gains traction. The job holder may upskill to trade illiquid assets, or upskill with programming and coding skills to transition to quantitative focused roles.

Skills Differentiators:

▸ **Lateral Thinking:** Demonstrating the ability to think outside of the box when confronted with a piece of news or research findings will remain important.

▸ **Customer Mindset:** The key focus of a Trader is to serve clients. Therefore, for the job holder to move into sales, a strong understanding of, and ability to resolve complex customer-centric problems will be necessary.

▸ **Programming and Coding:** With the deep expertise in trading, the job holder could upskill with coding skills to transition into a quantitative role.

▸ **Advisory:** Moving into a sales role, the job holder will need to further develop this skill to apply the right advisory strategies to engage with clients 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.

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