



**Subsector:** Private Banking

**Job Family:** Sales and Trading

**Impact Level**

Today, this role is responsible for putting forth trading strategies and overseeing the trades completed by brokers/dealers.

High Impact

## Consolidated Activities

	Today	Future
<b>Trade Execution</b>	Execution desks manually take orders on trading platforms – such as keying in information, sending requests for quotation etc. Job holder also focuses on monitoring trade execution and ensures the completion of trades performed by third party broker/dealers. Some banks have begun to implement trading-enabled applications – allowing clients to execute simple investments – e.g., equities, spot FX, exchange-traded funds.	Trade orders can be fed into trading systems in a straight-through-processing (STP) manner. Trading functionality can also be incorporated into private banking (mobile) applications allowing high net worth (HNW) clients to execute orders for a range of asset classes in different markets.
<b>Trading Options and Strategy Development</b>	Execution involves discussion of trading options and strategies with clients, keeping abreast of market news, conditions, new trading strategies and/or techniques.	Leveraging AI-powered solutions, recommendations that best fit the client's needs can be generated.
<b>Transaction Cost Analysis (TCA)</b>	Execution involves focusing on evaluating transaction costs of various trading strategies and monitoring the commission paid to brokers/dealers – to gauge the effectiveness of their trade execution over time.	The rise of algorithmic trading has generated large volumes of data and a wider variety of trade analytics tools that will be able to do quick analysis of results. *For hedge funds, analysis will continue to run on in-house/proprietary tools due to the more complex requirements.

In the next

**3-5** years ...

The increased use of self-service platforms and STP will impact the role. The job holder could upskill to trade illiquid assets.

### Skills Differentiators:

- ▶ **Advanced Digital Acumen/Literacy:** The job holder will possess robust knowledge of various trading systems and platforms, and stay up-to-date on new tools.
- ▶ **Lateral Thinking:** The job holder will demonstrate the ability to think outside of the box when confronted with a piece of news or research findings that were not previously available.
- ▶ **Customer Mindset:** The job holder will possess strong skills to understand client needs and recommend appropriate trading options and strategies given individual preferences.
- ▶ **Data Storytelling:** The job holder will display the ability to disseminate proposed strategies in a clear and concise manner to a variety of audiences (i.e., clients and brokers).
- ▶ **Analytics and Computational Modelling:** The job holder must be able to analyse the past and predict future price trends, patterns and other indicators to help interpret the market and identify trading opportunities.

