

## Execution trader

Proficiency level					
 New Gen AI skills	 Transferrable skills at the same proficiency level				
 New skills	 Transferrable skills at a higher proficiency level <sup>1</sup>				
<b>Skills Framework track</b>	Trading and execution	<b>Job function</b>	Customer operations		
<b>Sub-sectors</b>	Investment banking, private banking and wealth management	<b>Expected augmentation by Gen AI</b>	<b>Do more and do new:</b> Gen AI can automate trade execution analysis and enhance market monitoring for news, disruptions, and opportunities, and assist in quoting bid or ask prices; outputs from Gen AI tools can be directly used by clients to execute trades		

### Key tasks that can benefit from Gen AI

Critical work functions	Key tasks
Manage trades from inception to execution	Conduct analysis of trade execution Monitor the market for news, potential disruptions, and opportunities
Conduct market-making activities	Quote bid or ask prices and volume at which to trade continuously
Establish compliance with regulations and execution policies	Ensure that the trades executed comply with organization's execution policies and local trading regulations Learn and stay up-to-date with local trading regulations and best execution policies

New Gen AI skills		Additional skills required for potential redesigned role			
<b>Role 1: Product marketing executive (adj<sup>2</sup>. Score: 0.20)</b>					
Prompt design	2	Ethical culture	3	Business environment analysis	3
Gen AI principles and applications	2	Market research and analysis	3	Customer behavior analysis	3
Ethical and responsible Gen AI adoption	2	Sustainable insurance & re-insurance solutions & applications	3	Stakeholder management	3
		Demand and supply analysis	3	Product marketing and branding	3
<b>Role 2: Investment counselor assistant (adj. Score: 0.19)</b>					
Ethical culture	3	Account management	3	Non-financial-industry sustainable developments	3
Market research and analysis	3	Product advisory	3	Business environment analysis	3
Client investment suitability	3	Customer relationship management	3	Sustainable investment management	3
Climate change management	3	Natural capital management	3	Customer acquisition management	3
Personal finance advisory	3	Carbon markets & decarbonization strategies management	3		
Stakeholder management	3	Business opportunities development	3		

1. Transferrable skills with an increase in one level of proficiency is considered easier to acquire than transferable skills with multiple levels of increase in proficiency, followed by net new additional skills. Depending on job redesign for the financial institution, the financial institution will have to pick select skills to reskill employees on, via a combination of on-the-job training and existing courses.

2. Skills adjacency score.

Source: SkillsFuture Skills Framework