

## Head of wealth planning/Director of wealth planning

### Proficiency level

- X New Gen AI skills
- X Transferrable skills at the same proficiency level
- X New skills
- X Transferrable skills at a higher proficiency level<sup>1</sup>

<b>Skills Framework track</b>	Product solutioning and management	<b>Job function</b>	Sales and marketing	<b>Job family</b>	Wealth planner
<b>Sub-sectors</b>	Private banking and wealth management	<b>Expected augmentation by Gen AI</b>	<b>Do more:</b> Gen AI can provide real-time monitoring of regulatory changes and generate insights on how regulatory changes might impact the business. Gen AI tools can also generate personalized coaching feedback and actionable developmental areas based on internal and client interactions, to facilitate effective feedback and coaching sessions for team members (i.e., Assistant Wealth Planner and Wealth Planner)		

### Key tasks that can benefit from Gen AI

Critical work functions	Key tasks
Oversee compliance and risk best practices in alignment with regulatory requirements	Ensure team training and development on industry best practices Comply with regulatory changes and determine the impact on the organization and propose necessary changes
Manage wealth planning team	Lead the training and development of the wealth planning team Collaborate with various business units to drive cross-selling opportunities
Handle escalated issues	Define best practices as an intermediary between the clients, organizations, and trust teams Manage stakeholders, clients, and advisors
Drive business strategies	Develop control systems for process governance

### New Gen AI skills

Gen AI strategy	5	Gen AI innovation, R&D, and innovation management	5	Prompt design	3
Leading Gen AI-enabled transformations	5	Ethical frameworks for Gen AI	5	Gen AI principles and applications	3
Gen AI data governance	5	Regulatory, legal, and risk management compliance in AI and Gen AI	5		

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.

Source: SkillsFuture Skills Framework