

## Level of Impact

## High Impact

## Job Expectations within the next 3 years

Critical Work Functions	Today	Within 3 Years
Manage derivatives positions	<ul style="list-style-type: none"> <li>• Apply relevant derivative portfolio strategies to guide positions during various market trends or economic conditions</li> <li>• Adhere to trade controls guidelines to safeguard the organisation's derivative positions and prepare periodic portfolio status reports</li> <li>• Perform derivative trades that support the commodities trading team to manage risk from positions</li> </ul>	<ul style="list-style-type: none"> <li>• <b>[NEW]</b> Apply <b>big data</b> and <b>predictive analytics</b> to scan and predict changes in markets and regulations to guide derivative trading positions</li> <li>• <b>[AUGMENTED]</b> Develop automated portfolio status reports using <b>RPA</b> and <b>BI tools</b> to monitor and assess the portfolio performance against strategic objectives</li> <li>• <b>[NEW]</b> Collaborate with commodities trading and data sciences teams to execute trade decisions that lower risks, financial liabilities, safeguarding derivatives portfolio positions</li> <li>• Apply trade controls to safeguard derivatives portfolio positions</li> <li>• <b>[NEW]</b> Support small-scale, short-term pilot programmes before full deployment of any new product initiatives or platform</li> </ul>
Perform derivatives trading activities	<ul style="list-style-type: none"> <li>• Consult contracts team to customise contracts aligned with agreed derivative trades</li> <li>• Structure bespoke derivative trades with OTC parties</li> <li>• Build a working-level relationship with trade counterparties</li> <li>• Monitor derivative exchanges by tracking movements in exchange indices and real-time news to spot intra-day, short-term and long-term trading</li> <li>• Apply trade guidelines to ensure compliance with regulatory requirements and legislations</li> </ul>	<ul style="list-style-type: none"> <li>• Execute derivative trades that are within allowed rates or limit in accordance with portfolio objectives</li> <li>• <b>[AUGMENTED]</b> Perform <b>electronic clearing</b> of OTC trades by using electronic platforms and <b>STP</b></li> <li>• <b>[NEW]</b> Execute hedging strategies that help to optimise the timing of trades and reduce shadow slippage by deploying <b>parametric algorithms</b></li> <li>• <b>[NEW]</b> Obtain key information on pricing and valuations using new alternative data sources like <b>satellite imagery</b> and <b>GIS</b></li> <li>• <b>[AUGMENTED]</b> Use <b>AI</b> to collect and analyse real-time data feeds from exchanges and other sources as well as track movements in exchange indices to spot intra-day, short-term and long-term patterns</li> <li>• <b>[AUGMENTED]</b> Use <b>RPA</b> to extract and link counterparty trade data with the organisation's trade data. Leverage automated bots to look up and reconcile key trade attributes to ensure trade details match and that the trade confirmation process is accurate</li> <li>• <b>[AUGMENTED]</b> Perform changes or customisation of contracts in consultation with the contracts team. Use <b>smart contracts</b> to improve efficiency and lower costs by reducing the time taken to resolve disputes</li> <li>• Apply trade regulations and guidelines to ensure compliance</li> <li>• Build strong relationships with existing and potential trade counterparties and establish relationships in trade networks</li> </ul>

## Job Expectations within the next 3 years

Critical Work Functions	Today	Within 3 Years
Support application initiatives	<ul style="list-style-type: none"> <li>Assist in the review of work processes and procedures to plan for continuous work improvement activities</li> <li>Contribute to technology implementation projects to facilitate the use of technologies, electronic tools and devices</li> </ul>	<ul style="list-style-type: none"> <li>Assist in the review of work processes and procedures using <b>data analytics</b> to provide data-driven insights for the planning of continuous work improvement activities</li> <li>Contribute to technology implementation projects to advocate the use of technologies, electronic tools and devices in improving work processes</li> </ul>

## Job Adjacency

WITHIN WHOLESALE TRADE			OUTSIDE WHOLESALE TRADE		
Business Development Analyst	Marketing Analyst	Risk Analyst	Business Intelligence Analyst	Client Service Analyst	Technology Product Specialist

## SKILL DIFFERENTIATORS

## Roles Specific

SKILL	DESCRIPTIONS
Advanced Data Analytics	Produce data-driven insights to improve business and/or functional performance by cleaning and organising large datasets and applying data mining and analytics techniques.
Performance Monitoring and Analysis	Interpret performance data to develop insights to improve business performance.
Position Management	Apply standard trading strategies and analyse price movements to manage the profitability of trade positions.
Sourcing Portfolio Analysis	Analyse past supply trends and other information sources to support the segmentation of the sourcing portfolio.
Trade Automation	Support the development of rules and conditions by back testing the trading rules to historical market data to determine the viability of the outcome and fine-tune the trade rules.
Volume Analysis	Analyse trends in trading volume to develop insights on future price movements.

IN THE NEXT  
3-5 YEARS...

The role will continue to perform human-led derivatives trading but will be heavily assisted by AI, predictive analytics and algorithmic-assisted trading. These technologies will automate the tracking of market events and portfolio positions and evaluate risks. As derivatives trading becomes increasingly digitalised, traders will be expected to have strong coding, quantitative analysis, and data modelling capabilities. Traders of the future will be valued for their capabilities in core derivatives trading, as well as digital and relationship management skills.

[BACK TO LIST OF JOBS](#)