DERIVATIVES TRADING MANAGER/SENIOR DERIVATIVES TRADER

Level of Impact	Medium Impact

Job Expectations within the next 3 years

Critical Work Functions	Today	Within 3 Years
Manage derivatives positions	• Develop derivative portfolio strategies to account for various market trends or economic conditions • Facilitate the application of trade controls to safeguard the organisation's derivative positions and review periodic portfolio status reports • Review the performance of the derivative portfolio to support commodities trading in managing risk from positions	• **[NEW]** Implement technology and strategies that leverage **big data** and **predictive analytics**. Implement platforms that scan for data from the internet, social media, market information and news analysis and generate insights to predict opportunities that traders can leverage to improve derivatives trading decisions • **[AUGMENTED]** Leverage **BI tools** and **dashboards** to monitor and assess derivatives portfolio performance against strategic objectives and anticipate future price movements • **[NEW]** Collaborate with commodities trading & data sciences teams to manage structured trades and execute trading decisions that lower risks, financial liabilities, safeguarding derivatives portfolio positions • **[AUGMENTED]** Leverage **AI** to evaluate and solve current process inefficiencies and find new trading opportunities • **[NEW]** Collaborate with internal IT stakeholders to implement small-scale, short-term pilot programmes before full deployment of any new product initiatives or platform
Perform derivatives trading activities	• Propose market-making opportunities in derivative exchange through patterns found from market data • Execute and approve derivative trades beyond the rates or limits and per the portfolio objectives • Check customised contracts are aligned with agreed derivative trades and review derivative valuation models and assumptions used • Structure bespoke derivative trades with OTC parties • Enhance relationships with trade counterparties • Escalate trades with potential risks to trade compliance and develop rectification measures	• **[AUGMENTED]** Implement **AI** and **predictive analytics** to establish structures, processes and risk management frameworks for derivatives trading • **[NEW]** Obtain key information on pricing and valuations using new alternative data sources like **satellite imagery** and **GIS** • **[NEW]** Execute and approve derivatives trades assisted by **AI** and **big data analytics** • **[AUGMENTED]** Leverage **RPA** 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 the trade confirmation process is accurate • **[AUGMENTED]** Direct the use of **smart contracts** to improve efficiency and lower costs by reducing the time taken to resolve disputes • Build and maintain relationships with existing and possible trade counterparties through trade networks in markets across the world • Escalate trades with potential risks to trade compliance and develop rectification measures

DERIVATIVES TRADING MANAGER/SENIOR DERIVATIVES TRADER

Job Expectations within the next 3 years

Critical Work Functions	Today	Within 3 Years
Drive collaboration of human resource, technology, finance and continuous improvement initiatives	• Develop department's financial budgeting process and track budget utilisation • Support department's talent attraction, development and retention efforts • Develop corporate governance measures • Evaluate technologies for process improvement and innovation	• Leverage **data analytics** and **BI applications** to improve processes, develop department's financial budget and optimise budget utilisation • Identify opportunities for workforce development through **job redesign** and **reskilling/upskilling strategies** • Implement initiatives that are aligned with the organisation's **ESG strategy.** Support the development of **corporate governance measures** as applicable to the track/function

Job Adjacency

WITHIN WHOLESALE TRADE			OUTSIDE WHOLESALE TRADE		
Commodity Trading Manager	Lead Business Analyst	Technology Program Manager	Data Scientist	Technology Consultant	Transformation / Change Lead

SKILL DIFFERENTIATORS

Roles Specific

SKILL	DESCRIPTIONS
Advanced Data Analytics	Develop predictive analytics models using statistics, data mining, modelling, machine learning and data visualisation to develop insights to influence stakeholders' decision making and improve business/functional performance.
Performance Monitoring and Analysis	Develop data-driven frameworks and automated dashboards by defining the linkages across relevant business metrics to track, analyse and improve business performance.
Position Management	Execute trade position management and hedging plans while continuously improvising the strategy based on data-driven insights and market volatility.
Sourcing Portfolio Analysis	Manage the process of segmenting sourcing portfolios based on the strategic importance of the goods to the business to provide inputs for each segment's specific sourcing strategy.
Trade Automation	Explore trade automation platforms to provide inputs on the most suitable system. Propose trading rules and conditions and monitor trading outcomes.
Volume Analysis	Apply volume analysis concepts such as volume inferences and volume indicators to understand asset liquidity and price momentum to guide trade decisions.

IN THE NEXT 3-5 YEARS...	The role will continue to perform human-led derivatives trading but at the same time be expected to help strategise and operationalise the implementation of new technologies. The role will be expected to work closely with risk and regulatory teams to ensure compliance to trade regulations, using technologies such as smart contracts and DLT. The role will also be expected to develop familiarity with programming skills. Overall, the role will need to strike a balance between using technology and building relationships with trading partners to retain a sense of personal touch.

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