

Level of Impact

Medium Impact

Job Expectations within the next 3 years

Critical Work Functions	Today	Within 3 Years
Manage trade finance transactions	<ul style="list-style-type: none"> Lead trade finance strategies that promote overall portfolios' growth and application optimisation Establish strategies for securing optimal financing terms, utilisation of trade facilities and ensuring trades are accurately financed Establish controls to mitigate credit and performance exposure risks in trade operations 	<ul style="list-style-type: none"> [AUGMENTED] Establish trade finance strategies that promote business performance. Drive the adoption of AI to integrate trade finance activities, improving trade decisions, overall portfolio performance and working capital Leverage data analytics to formulate strategies that promote overall portfolio growth. Leverage trend analytics to understand financing term patterns to secure optimal financing terms and better utilisation of trade finance facilities Ensure that a diversified financing portfolio is maintained. Source for alternative sources of financing and/or alternative financiers Lead the development of trade execution controls by collaborating with internal compliance, to improve AML and KYC programmes and to reduce fraud risk Work with banks and financiers per their internal protocols and guidelines to ensure secured trade finance Institutionalise technological changes in the organisation as incorporated by banks to increase operational efficiencies [NEW] Collaborate with financial institutions and internal stakeholders like the Head of Treasury to gradually incorporate and leverage DLTs such as Blockchain
Manage trade finance documentation	<ul style="list-style-type: none"> Lead development of trade finance documentation guidelines to promote efficiency and compliance with relevant laws and regulations Drive trade clearing and settlement process to ensure all trades are cleared 	<ul style="list-style-type: none"> Lead the development of trade finance documentation guidelines and policies using digital documents and smart contracts, taking into account the intricacies of regulations in domestic and foreign jurisdictions [AUGMENTED] Drive the deployment of technologies to manage orders and clear trades. Leverage cloud-based technologies in an integrated ERP platform to process documents more efficiently
Drive collaboration of human resource, technology, finance and continuous improvement initiatives	<ul style="list-style-type: none"> Oversee department's financial budgeting process and budget utilisation Strategise department's talent attraction, development and retention efforts Drive corporate governance measures Lead the use of technology for process improvement and innovation 	<ul style="list-style-type: none"> Strategise the deployment of solutions like data analytics and BI applications to improve processes, conduct resource planning and enhance the budgeting process Ensure interoperability between existing and new systems and software applications in an organisation, allowing for effective and accurate data exchange and communication, information sharing and easy execution of activities Develop strategies to deliver work effectively through job redesign and reskilling/upskilling strategies Drive progressive and inclusive corporate governance measures. Drive initiatives to uphold the organisation's ESG guidelines

Job Adjacency

WITHIN WHOLESALE TRADE			OUTSIDE WHOLESALE TRADE		
Head of Export Finance	Head of Operations	Head of Risk Management	Finance Director	Head of Operations	Head of Risk Management

SKILL DIFFERENTIATORS

Roles Specific

SKILL	DESCRIPTIONS
Distributed Ledger Technologies Application	Drive the adoption of distributed ledger technology based on common industry standards and platforms to optimise efficiency, integrity and security of transactions.
Pilot Programme Management	Conceptualise relevant pilot programmes and evaluate the effectiveness of small-scale experiments before full-scale deployment of projects.
Structured Financing	Drive the adoption of innovative approaches to enhance credit risk assessment for complex structured financing instruments.

IN THE NEXT 3-5 YEARS...

The role will be expected to drive the digitalisation of trade finance transactions using technologies like DLT to ensure more efficient, secure and transparent trade flows. The role will have to consider the industry and organisation's readiness and maturity of technology before developing strategies on adopting technologies. The role will also drive the use of AI and leverage data analytics to identify and mitigate risks. As the shortage of financing facilities continues to persist due to stringent government regulations, it will be necessary for the role to build capabilities in sourcing for alternative financing solutions (e.g., peer-to-peer lending, accounts receivable financing, etc.). The role will continue to work with internal compliance to develop policies that adhere to regulations to minimise fraud and reduce trade manipulation. The role will drive e-documentation to accelerate processing time, institutionalise paperless transactions and optimise working capital. Finally, as the emphasis on sustainability grows and as more financial institutions accelerate Green Financing, the role will need to bring the relevant know-how into the organisation.

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