

<b>SKILLS FRAMEWORK FOR ENGINEERING SERVICES</b> <b>SKILLS MAP – SENIOR EXECUTIVE (PROJECT FINANCING)</b>		
<b>Sector</b>	Engineering Services	
<b>Track</b>	Project Financing	
<b>Occupation</b>	Finance Professional	
<b>Job Role</b>	<b>Senior Executive (Project Financing)</b>	
<b>Job Role Description</b>	<p>The Senior Executive (Project Financing) is responsible for prioritising project financing needs based on profitability, financial risk and organisation capability. He/She refines the project financial model, executes valuation analysis to assess financial feasibility of the project. He develops an ideal financing structure and is responsible for ensuring due diligence and compliance of financing deals. He manages a team of executives and ensures efficient business operations.</p> <p>He is highly analytical, and possesses risk-management and stakeholder management skills. He possesses knowledge of macroeconomic trends that impact the project financing model and financing structure. He is able to multi-task in a fast-paced environment.</p>	
<b>Critical Work Functions and Key Tasks / Performance Expectations</b>	<b>Critical Work Functions</b>	<b>Key Tasks</b>
	Manage project financing scoping	Support project origination activities
		Draw insights from industry trends and database of transactions
		Conduct financial risk estimation and contingency planning
	Conduct financial modelling for projects	Validate financial models with given parameters and assumptions
		Develop stress-test for assessing financial model robustness under various simulations
		Review financial model flexibility to account for other variables
	Manage valuation and quality assurance	Review valuation results and monitor progress of follow-up steps
		Review relevant valuation related standards and guidelines to ensure consistency with the purpose of the valuation
		Ensure quality and continuous improvement in the valuation process
	Manage project financing delivery	Evaluate project financial feasibility and impact on stakeholders
		Develop optimal project financing structure
Identify potential financiers for sourcing of funds		

		Ensure due diligence and contractual compliance of financing deals		
		Prepare transaction documentations required in support of project financing		
		Validate reports for status updates on project financing		
	Manage people and organisational function	Acquire and allocate resources to support business operations		
		Drive team performance to achieve department goals		
		Identify recruitment needs and areas for technical and business management training and development		
		Analyse financial implications of business strategies to daily operations		
		Develop risk management plans and risk controls in alignment with organisation's risk management framework		
		Analyse viability of proposed continuous improvement initiatives and drive change management		
<b>Skills &amp; Competencies</b>	<b>Technical Skills &amp; Competencies</b>		<b>Generic Skills &amp; Competencies (Top 5)</b>	
	Budgeting	Level 3	Digital Literacy	Intermediate
	Business Negotiation	Level 4	Problem Solving	Intermediate
	Business Performance Management	Level 3	Sense Making	Intermediate
	Business Presentation Delivery	Level 3	Service Orientation	Intermediate
	Business Proposal Writing	Level 4	Teamwork	Intermediate
	Capital Expenditure and Investment Evaluation	Level 4		
	Capital Raising	Level 4		
	Change Management	Level 4		
	Continuous Improvement Management	Level 4		
	Contract Development and Management	Level 4		
	Cost Management	Level 4		
	Data and Statistical Analytics	Level 3		
	Financial Analysis	Level 4		
	Financial Management	Level 3		
	Financial Modelling	Level 4		
	Learning and Development	Level 3		
	Manpower Planning	Level 3		
	Market Research	Level 3		

	Organisational Resource Management	Level 4	
	Organisational Risk Management	Level 4	
	Programme Management	Level 3	
	Project Feasibility Assessment	Level 4	
	Project Risk Management	Level 4	
	Staff Management	Level 3	
	Stakeholder Management	Level 4	
	Technical Writing	Level 3	
	Technology Application	Level 3	
	Valuation Approaches and Methodologies	Level 4	
	Valuation Conclusion and Reporting	Level 4	
	Valuation Research and Analysis	Level 4	
<b>Programme Listing</b>	For a list of Training Programmes available for the Engineering Services sector, please visit: <a href="http://www.skillsfuture.sg/skills-framework/engineeringservices">www.skillsfuture.sg/skills-framework/engineeringservices</a>		

The information contained in this document serves as a guide.