### SKILLS FRAMEWORK FOR LOGISTICS
#### SKILLS MAP - LOGISTICS SOLUTIONS MANAGER

**Sector:** Logistics  
**Track:** Logistics Solutioning and Programme Management  
**Occupation:** Logistics Solutions Manager  
**Job Role Description:** The Logistics Solutions Manager is responsible for managing the processes of logistics solution business development, analysing, designing and implementing end-to-end logistics solutions for customers in at least two industries. He/She is also responsible for managing logistics solutioning business resources, including manpower, internal assets and external vendors. Analytical and logical, he is required to manage resources and obtain buy-in from internal and external stakeholders. He is also expected to lead a department and make business decisions independently.

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<th>Critical Work Functions</th>
<th>Key Tasks</th>
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| Drive Business Development Operations | Develop new businesses and regional relationships to increase market share in multiple verticals  
Evaluate the prevalent trends, dynamics and market movements to grow businesses  
Fomulate new business plans by analysing the prevalent trends, dynamics and market movements  
Engage in targeted conversations that steer customers to solutions that address their needs |
| Drive Data Analytics Operations | Propose solutions and explanations from analysing data and research outputs  
Evaluate the wider implications of analysis and research to draw inferences on logistics operations  
Evaluate big data analytics developments in supporting logistics operations  
Manage costs and benefits of big data solutions to identify the most appropriate approaches to address business needs |
| Drive Logistics Solutioning Services | Manage logistics operating procedures  
Develop solutions to address gaps and weaknesses in supply chain operations  
Improve supply chain programme management plans  
Lead development plans to implement innovative logistics solutions  
Develop regional relationships with stakeholders to increase market share |
| Drive Customer Service Operations | Plan delivery of logistics services that meet customer requirements  
Monitor lapses in delivery of logistics services to customers  
Forecast customer needs to enhance offerings and competitiveness  
Manage development of co-created solutions with customers to enhance offerings and competitiveness |
| Drive Business Administration Operations | Evaluate risk factors that impact on efficiency  
Manage leads in the workplace  
Evaluate operational policies, standards and procedures  
Manage allocation of resources across different business activities  
Lead discussions with stakeholders to ensure completion of requirements and activities |

#### Technical Skills and Competencies

**Generic Skills and Competencies (Top 5):**

- Evaluate the wider implications of analysis and research to draw inferences on logistics operations
- Evaluate big data analytics developments in supporting logistics operations
- Manage costs and benefits of big data solutions to identify the most appropriate approaches to address business needs
- Manage logistics operating procedures
- Develop solutions to address gaps and weaknesses in supply chain operations

**Skills & Competencies:**

- Autonomous Logistics Design and Application Level 4  
Communication Level 2  
Managing Diversity Level 2  
Advanced  
Intermediate  
Problem Solving Level 4  
Service Orientation Level 4  
Intermediate  
Intermediate  
Transdisciplinary Thinking Level 5  
Integrated System Design and Application Level 4  
Business Development Level 4  
Customer Management Level 5  
Financial Management Level 3  
Decision Making Level 5  
Material Flow Modelling Level 5  
For a list of Training Programmes available for the Logistics sector, please visit: www.skillsfuture.sg/skills-framework/logistics

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