

Specification of Competency Standards
for the Banking Industry
Unit of Competency

Functional Area - 1. General Enterprise Banking Service Delivery
(Key Function – 1.5 Delivery of Trade Finance Related Services)

Title	Provide consultative advice and solutions on delivery of trade finance related services
Code	109176L5
Range	Provision of advice on the products and services related to trade finance. This applies to different types of loans to importers / buyers, such as trust receipt financing, account payable financing, loan against import and clean import loan, etc.
Level	5
Credit	4 (For Reference Only)
Competency	<p>Performance Requirements</p> <p>1. Knowledge in the Subject Area</p> <p>Be able to:</p> <ul style="list-style-type: none"> • Understand different theories and concepts related to trade finance in order to identify the most suitable alternatives for clients; • Understand the latest development of global trade settlement, e.g. international factoring and their implications for trade finance business. <p>2. Applications</p> <p>Be able to:</p> <ul style="list-style-type: none"> • Conduct financial analysis evaluate the financial status of clients and needs on trade finance services; • Review the sales contract and provide an initial estimation on the value of sales proceeds of goods; • Identify and collect information useful for evaluating the potential risks (e.g. risks, probability of defaults) and determine the credit line; • Negotiate with clients about the terms and conditions (e.g. fee, withdrawal charge, interest rate, credit period, repayment terms, arrangement) and handle any enquiries / issues; • Present the proposed solutions to the clients based on their needs and analysis of their financial positions and anticipated risks on trade finance services; • Coordinate and arrange terms and conditions of the trade finance credit by employing proper channels and approaches in order to ensure clients' understanding and satisfaction. <p>3. Professional Behaviour and Attitude</p> <p>Be able to:</p> <ul style="list-style-type: none"> • Introduce digital trade service channels of the bank and educate clients to use them for their convenience; • Comply with regulatory requirements, professional ethics and internal guidelines of the bank during delivery of trade finance services; • Build effective relationship with clients to cultivate customer loyalty.
Assessment Criteria	<p>The integral outcome requirements of this UoC are:</p> <ul style="list-style-type: none"> • Identifying and obtaining essential trade information from clients through consultation; • Assessing the clients' needs and potential risks of the loan; • Providing solutions to clients based on their needs and financial positions.
Remark	