

Technology
and DataSoft
SkillsBanking
Knowledge

Selling Trade Finance with Confidence

Programme Code: THGRS00P26052

14 May 2026 (Thursday)
7:00pm – 10:00pm


**3
HOURS**

HKIB SFC PWMA
CPD CPT OPT

Programme Outline

This practical training equips frontline with a client-centric framework to confidently identify trade finance opportunities and recommend the right solutions. Moving beyond product knowledge, RMs will learn to map client cash flow cycles to pinpoint the "working capital gap," master the core import and export financing tools (LCs, invoice finance, SBLCs), and structure facilities that align with the underlying trade cycle. Through exploring industry-specific triggers and competitor insights, participants will leave ready to pitch relevant solutions that improve client cash flow and secure new business

Speaker Introduction

The trainer has two decades of experience in commercial lending, cross-bordering financing, ESG finance, and transaction banking. He held pivotal roles at a local bank, culminating in his position as Managing Director overseeing Hong Kong, Chinese Mainland, Singapore, Taiwan and Macau trade business. He also delivered several product training sessions to audiences ranging from clients to relationship managers at all levels.

Target Audiences

1. Banking Practitioners
2. Risk Management Professional, Compliance Officer and Relationship Managers
3. HKIB Professional Qualification holders (eligible for CPD Core Hours) :



Programme Delivery

Virtual Classroom (Zoom)
Cantonese



Application DEADLINE

7 May 2026 (Thursday)



APPLY NOW!

Enquiry :
(852) 2153 7800
programme@hkib.org
<https://hkib.org/page/284>

PRICE LIST	Individual Member HKD	Staff of Corporate Member HKD	Non-Member HKD
Price	HKD990	HKD1,200	HKD1,320