

Certified Trade Finance Professional (CTFP)

Trusted by trade finance professionals
at leading institutions in South Asia



Join an elite group of over 200 alumni in South Asia

100%

100% of CTFP alumni in India, Bangladesh, Pakistan and Sri Lanka (South Asia) would recommend the CTFP to a friend or colleague

95%

95% of CTFP alumni in South Asia say the certification increased their on-the-job confidence

90%

90% of alumni in South Asia say the CTFP increased their credibility and that others have more confidence in their skills

75%

75% of alumni in South Asia say the CTFP increased their visibility with recruiters and employers

60%

60% of alumni in South Asia say the CTFP qualified them for new projects or responsibilities

55%

55% of alumni in South Asia say the CTFP increased their job security

*Statistics are based on a survey of 300 CTFP alumni in South Asia.

CDCS and CSDG holders

LIBF

CDCS and CSDG holders can earn up to 36 points towards recertification by completing the CTFP.

Learn more [here](#).

Contact

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Why take the CTFP?

1. Build deep, practical trade finance expertise – and apply it with confidence in complex, real-world transactions



“The biggest benefit... has been the ability to apply globally standardised trade finance knowledge to real-world banking operations.”

**Muhammad Ahmed Khan Bugti, Head of Financial Institutions,
Bank AL Habib, Pakistan**



“It has significantly strengthened my ability to structure trade loan and supply chain finance solutions, assess transaction risks, and engage more confidently with international financial institutions.”

Imam Uddin Ahmad, SAVP and Department Head, Mutual Trust Bank, Bangladesh



“The biggest benefit of obtaining the CTFP so far, has been a significant enhancement in my ability to independently assess and mitigate complex risks in trade transactions, leading to more confident and swift decision-making.”

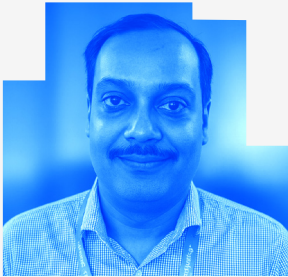
**MD Tarequl, First Assistant Vice President, National Credit and Commerce Bank,
Bangladesh**

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Why take the CTFP?

2. Earn a globally recognised credential that builds trust and credibility across the trade finance ecosystem.



“Clients have specifically requested CTFP holders for presentations on trade finance digitisation and risk mitigation, reflecting tangible commercial trust and a higher perceived value in customer relationships.”

Ratnesh Pandey, Senior Manager, Forex at a leading public sector bank, India



“Since it’s a prestigious internationally recognised certification, I have been widely congratulated by my employers, colleagues & friends. In Bangladesh, CTFP has been a sought-after certificate for those who work in trade finance field.”

**A.K.M Arifur Rahaman Chowdhury, Assistant Vice President,
United Commercial Bank, Bangladesh**



“Customers have also shown greater confidence in my advice, especially when dealing with complex documentation and payment terms, knowing that I hold an internationally recognised qualification from ICC.”

Isuri Kelaniyage, Deputy Manager, NDB Bank, Sri Lanka

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Why take the CTFP?

3. Move beyond just processing trade finance – stand out as a subject matter expert, lead conversations and unlock new career opportunities.



“After completing the CTFP... I was subsequently selected for an elite role in State Bank of India’s Global Markets Unit thanks to this certification.”

Mohammed Ali, Branch Head, State Bank of India, India



“The most significant benefit... has been the strategic elevation of my role within the bank. It has enabled me to move beyond technical execution... into a more consultative and leadership-oriented capacity.”

Sayed Muhammad Abdullah Quafi, Senior Assistant Vice President, Dutch-Bangla Bank, Bangladesh



“I have added this qualification to my LinkedIn profile and I am sure that it has helped with the many job offers that have been referred to me.”

Rozanne De Almeida, Head of Trade, Hatton National Bank, Sri Lanka

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What you will learn

Comprising 5 core courses and 4 electives, the industry-validated syllabus was developed by a group of leading trade finance experts drawn from ICC's Banking Commission. Each e-course has been tailor-made to develop the skills needed to sell, deliver and process global trade finance solutions.

CORE COURSES (you must complete all 5)

Advanced Working Capital for Trade

Learn the cash flow and working capital cycle of commercial companies and develop a core understanding of the meaning and functions of working capital.

Advanced Documentary Credits

A detailed review of documentary credits, from structuring and issuance to document verification to financing and settlement.

Advanced Guarantees

Learn more about the issuance of a bank guarantee, the use of counter guarantees and more complex transactions.

Advanced Supply Chain Finance

Gain an in-depth understanding of how various SCF products meet the financing and risk mitigation needs of different events and stages in the supply chain.

Export Finance

Learn the key role export credits and official export credit agencies play in international sales and its financing, particularly in developing nations.

ELECTIVE OPTIONS (Select 4)

Factoring

Learn the fundamentals of factoring, including its types and applications, its operational aspects and how to effectively sell this supply chain finance product.

Digital Trade Finance and Fintechs

Get to grips with the digital trade ecosystem including the advent of fintechs, the legal, regulatory and commercialisation challenges involved.

Managing Trade Sales

Learn how to align the organisation of your sales team and staffing model to your bank's business strategy, target customer markets and sales coverage process.

Managing Trade Operations

This course will provide mid-level bank officers an overview of the key responsibilities of trade operations management and the skills required for long term success in the position.

Managing Trade Products

Learn a bank manager's role in handling trade finance products and the working model product managers should use to enhance and/or develop trade products.

Advanced Commodity Finance

Learn about the three types of commodities, their features, and the risks involved in financing them as well as commodities trading from a banker's perspective.

Advanced Standby Letters of Credit

An in-depth look at how standby letters of credit work, the purposes for which they can be used and the rules and regulations governing them.

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Accredited by

LIBF



Who is the CTFP for?

CTFP is an advanced programme that targets senior trade finance and treasury managers and specialists who want a wider range of expertise, as well as those in leadership roles in transaction banking. Target roles and training sponsors in financial institutions include:

- Trade finance managers
- Trade operations managers
- Trade sales
- Trade finance specialists
- Client service managers
- Product managers
- Senior relationship managers
- Head of corporate banking
- Head of trade sales, product or operations
- Head of trade finance
- VP transaction banking
- Client services team lead
- Compliance lead



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Pricing for individuals, teams and ICC members

Price: US\$1499

CTFP for individuals

What's included?

- 6-months' access to the entire certificate programme
- +50 hours of online content over 9 courses, 35 lessons and a final online exam.
- Interactive learning – 200 assessment questions, 5 pre-assessment games and transaction flow diagrams
- 16 case studies – apply what you learn to real-world scenarios
- Downloadable PDF study guides for each of the 5 core CTFP courses
- 1-hour proctored, online exam – 70% pass mark
- Digital, globally-recognised ICC certificate of achievement

Bespoke pricing

CTFP for teams

What's included?

- Everything under CTFP for individuals plus...
- A dedicated service and account manager
- A personalised dashboard for tracking student progress
- Post-programme review

Discounted pricing for ICC members



Members of ICC national committees (NC) in South Asia can benefit from exclusive discounts on the CTFP programme. [Contact your local NC](#) for more information.

About the ICC Academy

The ICC Academy was founded in 2015 as a training and knowledge hub for trade professionals worldwide. We are the educational arm of the International Chamber of Commerce (ICC), the world's business organisation setting rules and standards that facilitate around two-thirds of global trade in goods. We offer a wide range of learning resources, including market-leading certifications, short courses and the ICC Digital Library that all leverage ICC's network of over 45 million members in more than 170 countries, including many of the world's largest companies, SMEs, business associations and local chambers of commerce. Learn more at academy.iccwbo.org.

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