

REPORTS TO	LOCATION	DIRECT REPORTS	GROUP
Investment Director – Private Capital	Auckland	Nil	Investment

“Our purpose is to grow companies internationally – bigger, better, faster – for the good of New Zealand”

“Tā mātau whai kia whakakaha kamupene – kia nui ake, kia pai ake, kia tere ake – mō Aotearoa ngā whiwhinga”

WHY IS THIS ROLE IMPORTANT? | TE MANA Ō TE MAHI?

This role is a critical part of our investment activation strategy and is primarily responsible for developing and nurturing relationships to enable the successful delivery of the Investor Migrant Programme. The Investor Manager will be responsible for ensuring proactive management of investor migrants and alignment with product issuers (managed funds and direct investments), as well as relationships across NZ Inc.

WHAT’S THE ROLE ABOUT | TE NGAKO Ō TE MAHI?

The most important work of this role is to...

- Be well connected with the managed fund network in New Zealand to ensure we are driving a pipeline of eligible investible product for visa applicants.
- Maintain oversight of the direct investment pipeline – identifying where NZ companies should be made eligible for the visa and supporting NZTE Investment Managers and external advisors with their understanding of the AIP programme and processes.
- Rapidly identify the needs of Active Investor Plus visa applicants and connect them with relevant and eligible investment opportunities to ensure they meet their visa obligations.
- Lead the development of tools and materials to manage investor migrants and develop their understanding of New Zealand and potential opportunities.
- Work with the Investment Director – Private Capital and Community Manager to design and implement programme(s) that support the investment journeys of investor migrants (from those that are entering the new Active Investor Plus programme to those who have already gained their residency) to New Zealand, including providing those migrants with opportunities to connect with:
 - other investor migrants and build a peer network.
 - key players in the New Zealand investment ecosystem, from other Government agencies to private organisations and associations, and understand their various roles and offerings.
 - Investment opportunities beyond their minimum investment requirements
- Gather and maintain the integrity of investor migrant and related deal data in NZTE’s CRM.
- Work closely with the Community Manager and International Investment team to ensure the overall investor migrant programme is meeting the needs of investor migrants.
- Actively contribute to NZTE’s strategy in relation to migrant investor activation.

- Establish and maintain productive rapport with investment colleagues, and market associates.
- Build and leverage networks throughout New Zealand, including networks with NZ Inc, key authorities, business groups, media and local New Zealand associations.
- Develop strategic commercial networks to include investors, influencers, advisors, associated industry groups.

Success in this role means:

- A strong, high-quality pipeline of eligible product for investor migrants
- Building strong relationships with key stakeholders, including funds, companies, investors and advisors
- Greater connectivity to New Zealand investment opportunities for investor migrants
- Delivering a world class investor migrant programme for the good of New Zealand

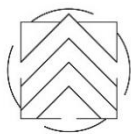
WHAT CAPABILITIES ARE NEEDED TO SUCCEED | Ō PŪKENGA?

- Strong commercial acumen, with demonstrated understanding of the business and investment environment
- Strategic capability, with a particular focus on identification of active investors, to ensure we on-board appropriate parties for our investee needs.
- Proven ability to network and influence stakeholders and partners
- Strong networking skills with demonstrated ability to build and maintain effective relationships where the focus is exchanging ideas and information.
- Sales or Business Development experience, to ensure continuous growth of the programme.
- Experience with understanding investor needs and drivers to ensure investors are connected with the right opportunities at the right time.
- Ability to access key decision makers within business and the market credibility and contacts to “open the right doors”.
- A tertiary qualification in Finance, Economics, Commerce or Accountancy.

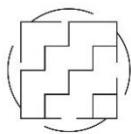
Our characters | Ō mātou uara

- **Ambition drives us** – Our ambition for our customers is high, and we always rise to the occasion. We help meet their business expectations by expecting greatness of ourselves.
- **Adventure teaches us** – Experimentation is more powerful than perfection, as only through learning from our missteps can we truly succeed. That's why 'giving it a go' is the best way to learn.
- **Honesty frees us** – We explore challenges with an open mind. Only when we ask questions and truly listen can we discover the right way forward.
- **Trust binds us** – Our people may be worlds apart, but it's trust that holds us together. Growing a nation is only possible when we keep promises and honour commitments.
- **Manaaki is us** – We celebrate the mana (strength and dignity) of each other as being equal to or greater than our own. We strive to enhance mana in everything we do through our hospitality, generosity and mutual respect.

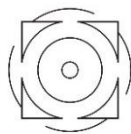
It's when these five characters work together that we truly become One Global Team – that's the real superpower of our organisation and how we achieve so much for our customers.



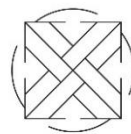
AMBITION
Drives us



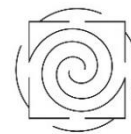
ADVENTURE
Teaches us



HONESTY
Frees us



TRUST
Binds us



MANAAKI
Is us

How we lead at NZTE | Ā mātou kawenga ki Te Taurapa Tūhono

Leadership at NZTE takes a broad definition. We see leaders as those who lead others. That can include formal people leaders, leaders through influence or those who are leading our customers. At NZTE we define leadership as "*enhancing mauri to deliver impact*".

