

DIRECTOR EXTERNAL PARTNERSHIPS



| REPORTS TO | LOCATION | DIRECT REPORTS | GROUP |
|----------------------------------|------------|----------------|-------------------------------|
| GM Strategy, People and Partners | Wellington | 6 | Strategy, People and Partners |

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

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

The Director External Partnerships leads the team that is responsible for cultivating and maintaining highly effective engagement with key partners, influencing system change that will ultimately grow customers.

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

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

- Lead high quality engagement with external partners, establishing and nurturing strong relationships. This includes running an account management model with a prioritised programme of work across key NZ Inc. agencies e.g. MBIE, MFAT, MPI, Treasury, TPK (alongside the Head of Māori Export Customers) and Callaghan Innovation, and with key private sector bodies/organisations.
- Ensure that NZTE internal stakeholders are informed of, and connected to, key NZ Inc initiatives that impact on NZTE customers.
- Run NZ Inc. as a Service for the benefit of customers.
- Participate with influence in external groups, fora, and projects across NZ Inc, including the double exports strategy, policy reviews and evaluations.
- Lead NZTE's engagement with other trade promotion and investment organisations, and related initiatives e.g. Small Advanced Economies.
- Develop a partnership with key private sector stakeholders that work closely with exporters, identifying ways we can work together to double the value of exports.
- Leadership of NZTE's sector-based work, for the benefit of our customers.
- Own NZTE's sector taxonomy, adapting it to ensure it stays fit for purpose.
- Lead strategically important initiatives as required, with a focus on those that interface with external partners.
- Work closely with the Director Strategy and Programme Management to ensure that NZTE's strategy is aligned with the government's strategic priorities and informed by external partners.
- Lead a high-performing, highly-engaged team.

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Success in this role means:

- The team is high-performing.
- Gaining the trust and confidence of key external stakeholders. Able to effectively influence outcomes for customers within the export ecosystem.
- Ensuring customers and NZTE's customer-facing teams are able to easily access the NZ Inc expertise, networks and knowledge that they need to grow.
- Champions the NZ Inc. system to “make NZ Inc. work”.

WHAT CAPABILITIES ARE NEEDED TO SUCCEED | Ō PŪKENGĀ?

- **Strong relationship and interpersonal skills** – Able to develop and maintain strong and trusted relationships with multiple internal and external stakeholders. Relates well, understands own impact, understands others, and manages conflict well.
- **Strategic thinker** – Able to develop and execute external engagement strategies that align with NZTE's goals.
- **Strong influencer** – Able to influence key stakeholders, including those in more senior positions, to effect change for customers.
- **Inspiring people leader** – Great at motivating others and getting the best from individuals and teams. Provides challenging tasks and assignments, actively develops individuals and is a great people builder and leader.

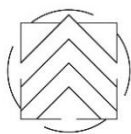
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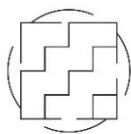
Our characters | Ō mātou uara

- **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.

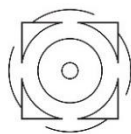
It's when these five characters work together that we truly become One Global Team – that's the real superpower of our organisation and how we achieve so much for our customers.



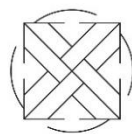
AMBITION
Drives us



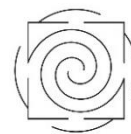
ADVENTURE
Teaches us



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*".



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