

INVESTMENT DIRECTOR-OFFSHORE



REPORTS TO	LOCATION	DIRECT REPORTS	GROUP
Head of International Investment Ūpoko Haumitanga Ā-Ao	Singapore, London, Europe, Sydney and North America	0-7	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?

The role is focused on originating and attracting Foreign Direct Investment (FDI) into New Zealand, with the objective of creating economic benefit for New Zealand.

The role is responsible for developing and advocating the Investment strategy and leading its related activities across a specific region, focusing on cultivation and delivery of investor networks, deal origination and connection of investment opportunities. In most regions this includes managing and developing a team of offshore Investment professionals.

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

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

- Lead, and develop a team of Investment professionals to deliver on investment activities and outcomes against established targets and KPIs (in those regions that have direct reports).
- Identify, originate and qualify potential investors whose business activities, core competencies and future aspirations can contribute to the New Zealand economy, including strategic multinationals, financial investors and private investors.
- Connect investor networks to New Zealand investment opportunities, executing deal outcomes through development of proposals and pitch delivery.
- Leveraging relationships with in-region strategic multinationals, originate greenfield deals of scale and quality that will economically benefit New Zealand.
- Identify and lead activities and projects that support industry development and/or the promotion of New Zealand as an investment location.
- Lead the preparation and delivery of an annual business plan for the region, which is a key element of the overall Investment annual business plan.
- Lead the Investment teams’ engagement and collaboration with relevant NZTE teams, ensuring a seamless service delivery to our customers.
- Be recognised as a thought leader and expert within NZTE on Investment-related issues.
- Proactively manage relationships with investor networks and ensure investment aftercare is actively undertaken.

The relationships you build will help you...

- Establish and maintain productive rapports with Investment colleagues, Regional Directors, and in-market associates.

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- Build and leverage NZ Inc. networks in region, including networks with key state and city politicians and authorities, business groups, media and local New Zealand associations (e.g. Business Councils, KEA).
- Develop strategic commercial networks to include investors, influencers, associated industry groups, and NZ companies in the region.

WHAT CAPABILITIES ARE NEEDED TO SUCCEED | Ō PŪKENGA?

Our ideal candidate will be...

We want talented people who are flexible, customer centric, able to multi-task and deliver exceptional service and coordination. We want you to have proven expertise in the following areas:

- Strong commercial acumen, with demonstrated understanding of the business and investment environment
- Strategic capability, with expertise in the identification of investment opportunities and business case development.
- Financial, analytical and investment experience.
- People leadership experience in either Investment Banking, Mergers or Acquisitions (M&A), corporate finance and/or Investment raising.
- Experience in leading and developing a high performing team of investment professionals.
- Proven ability in investment attraction and deal origination.
- Proven ability to lead and influence financial discussions with companies at Senior Management level.
- Strong networking skills with demonstrated ability to build and maintain effective relationships where the focus is exchanging ideas and information.
- 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 is a prerequisite and a postgraduate qualification in a relevant area is preferred.
- Financial Institute Accreditation is preferred.

And we achieve these through great leadership behaviours | e pahawa ai ēnei mā ngā mahi rangatira...

- **You'll be ambitious for NZTE and your team** – Constantly challenging yourself and others, inspiring people and supporting them to drive for results and using great coaching to spark great performances.
- **Learning through being adventurous** – Exploring possibilities and challenging norms, learning from making mistakes, testing and retesting for the best solutions and accepting that perfection isn't necessary.
- **Valuing honesty** – Listening deeply and asking insightful questions, receiving and giving constructive feedback, having open conversations and creating an environment which supports honesty.
- **Creating trust in how you lead** – Building strong relationships with your team and others, giving people accountability and hold them to it, empowering people to find solutions and following through on promises.
- **And fostering Manaakitanga** – Championing each person's strengths and successes, valuing diversity, welcoming all people and perspectives and cultivating a culture of safety and wellbeing.

NZTE is committed to uplifting the mana of Māori as tāngata whenua and recognise Te Tiriti ō Waitangi/ the Treaty of Waitangi as Aotearoa's founding document.