

DIRECTOR MISSIONS, KAIHAUTŪ WHAKATAKANGA



REPORTS TO	LOCATION	DIRECT REPORTS	GROUP
GM International, Pouwhakahaere Whānui ā-Ao	Wellington	3-4	International

“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?

To lead a team of experts to deliver world-class experiences, ensuring we embrace digital innovation and best practice for how we approach Missions. You will provide New Zealand based leadership for international missions to generate impactful outcomes for customers. You will also play a lead role for NZTE working across NZ Inc to ensure cross-government initiatives and sponsorships make a real and positive difference to New Zealand.

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

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

- Be an active and engaged contributor, as a member of the International Leadership Team.
- Lead the ongoing evolution of the NZTE Missions strategy and framework to ensure ongoing relevance and impactful delivery, ensuring Missions are experienced as fresh, modern, and world-class.
- Inspire, coach, and enable a team of professionals that can serve as a centre of excellence to support Missions-specific projects and programmes of work across NZTE.
- Lead across NZ Inc stakeholders and NZTE's One Global Team to develop and align on strategy for Missions leveraging and scope and delivery of NZTE's involvement.
- Establish and maintain strong relationships with private sector stakeholders and relevant government agencies to support effective collaboration and successful delivery of Missions.
- Build and maintain trusted relationships with external suppliers and contractors as required.

Success in this role means:

- Develop strategic and operational plans at a senior level within a commercial/business environment.
- Understand Government processes and the subtle balances required in public / private partnerships.
- Deliver worldclass Missions focussing on improving quality, customer satisfaction and value add.
- Leading, inspiring, and influencing others to generate impactful outcomes for customers.
- Positive feedback from internal and external customers about the experiences you deliver.

WHAT CAPABILITIES ARE NEEDED TO SUCCEED | Ō PŪKENGA?

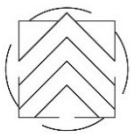
- **A leader people want to follow** – great at inspiring and motivating others and getting the best from individuals and teams. Provides challenging tasks and assignments, actively develops individuals and is a great people builder and leader.
- **Sound strategist** – able to develop strategic and operational plans; give concise and insightful analysis and assessment of strategic options, and test alignment with NZTE's vision and direction.
- **Commercial acumen** – experience working with or advising businesses, maximising commercial outcomes, plus knowledge and expertise in exporting and operating effectively in international markets.
- **Strong relationships and interpersonal skills** – Able to use and build on existing connections internationally to leverage results for our customers plus develop and maintain great relationships with multiple stakeholders. Relates well to everyone, understands own impact, and manages conflict well.
- **Outstanding communicator** - able to tell a powerful, persuasive, and inspiring story that captures the audience. Engages effectively, with tact and diplomacy with leaders of industry, business and government to achieve planned outcomes.
- **Great at prioritising** – spends time on what is important; zeros in on the critical, eliminates roadblocks; creates focus for self and team.
- **Fosters collaboration** – skilled at being able to leverage internal relationships to create results, working collaboratively as part of one global team.
- **Cultivates resilience** – is confident with change at pace, stays focused, composed, and builds resilience across a team.

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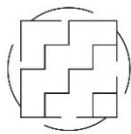
Our characters | Ō mātou uara

- **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.

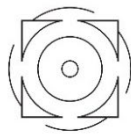
It's when these five characters work together that we truly become One Global Team – that's the real superpower of our organisation and how we achieve so much for our customers.



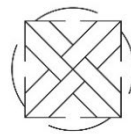
AMBITION
Drives us



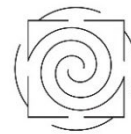
ADVENTURE
Teaches us



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"*.



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