

MANAGING DIRECTOR - AUSTRALIA POSITION DESCRIPTION



Position Title: Managing Director - Australia

Location: Sydney, Australia

Reporting to: Chief Executive, Invest New Zealand

About Invest New Zealand

Our purpose is to increase the flow of international investment to support New Zealand's long-term economic prosperity. We focus on securing strategically significant investments in sectors which have the greatest potential impact on productivity and growth, alongside the effective implementation of the investment component of the Active Investor Plus (AIP) Visa scheme. Invest New Zealand is an Autonomous Crown Entity with a culture of high-performance and collaboration.

Role Purpose

This is a senior, market-facing leadership role responsible for attracting and securing high-quality foreign direct investment into New Zealand by building and activating strategic investor relationships, originating and converting investment opportunities, and positioning New Zealand as a preferred destination for global capital. The role leads a regional investment strategy, working across New Zealand government agencies and industry partners to facilitate investments that deliver measurable economic impact. It also contributes market insight and leadership to inform Invest New Zealand's priorities.

Key Responsibilities

International Investment Leadership

- Identify, attract, and convert high-value international direct investment that delivers measurable economic impact for New Zealand (including capital inflows, innovation, and expertise).
- Originate and progress primary and secondary investments from strategic multinational corporations, institutional investors, sovereign wealth funds, and high-net-worth individuals.
- Develop and maintain a strong pipeline of qualified investors aligned to New Zealand's priority sectors and strategic objectives, including the Active Investor Plus programme.
- Facilitate successful investment outcomes by matching investor capability and intent with credible New Zealand opportunities, leading the development of proposals, articulation of value, and filling gaps during completion.

MANAGING DIRECTOR - AUSTRALIA

POSITION DESCRIPTION



- Strengthen alignment with New Zealand government and industry partners, working collaboratively across Invest New Zealand and key partner agencies to remove impediments to investment.
- Lead initiatives that position New Zealand as a preferred investment destination, including sector promotion, thought leadership, and targeted market engagement.
- Build long-term, trust-based relationships with Boards, CEO/CIOs, investment committee members and key influencers, ensuring effective support for further (re)investment, retention, and advocacy.
- Act as a credible thought leader on investment trends, risks, and opportunities within the region, contributing insights to inform Invest New Zealand's strategy and priorities.

Leadership

- Lead, coach and develop a high-performing team, ensuring clarity of purpose to deliver against ambitious outcomes, fostering a high-performance, inclusive, and accountable culture.
- Collaborate closely with Managing Directors to ensure continuity and support the maximum collective impact of Invest New Zealand.

External Relationships

- Build and leverage influential New Zealand government agencies and in-market networks (government, business, industry, and diaspora) to enhance New Zealand's visibility and credibility as an investment destination.
- Develop strategic, commercial networks that include investors, business leaders and associated industry groups.

Success is:

- Delivery of agreed investment targets, including the value of capital attracted, number and quality of deals secured that align with Invest New Zealand's strategy and within priority sectors, and the resulting economic benefits
- A high-performing engaged team delivering against targets, with strong capability development and a positive uplift in accountability and collaboration.

Key Skills & Experience

- Proven senior leadership experience within an institutional investment or private capital manager, pension or sovereign wealth fund, or international investment bank, with strong commercial acumen, a demonstrated understanding of fund

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and direct investment structures and a proven ability to engage with investment decision makers.

- Strategic capability, with expertise in identifying investment opportunities, working with providers of capital, developing investment cases, through to successful completion.
- Familiarity with regulatory frameworks and policy settings within the Australian and New Zealand capital markets.
- Exceptional stakeholder management, influence, and communication skills.
- Credibility with CEO, CIO and Investment Committee level contacts to lead complex financial discussions and influence investment decisions, with ability to access key decision makers within Australia.
- Strong networking skills with a track record of building and maintaining effective relationships where the focus is exchanging ideas and information.
- Experience in leading and developing a high performing team of investment professionals.
- A natural collaborator, able to work with key partners and internally to create a whole-team approach.
- Proven ability to work successfully internationally, across cultures, and with extensive travel.