

TRADE COMMISSIONER



REPORTS TO	LOCATION	DIRECT REPORTS	GROUP
Regional Director	TBC	TBC	International

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

WHY IS THIS ROLE IMPORTANT?

This role leads our market based international team and is responsible for the growth of New Zealand customers operating in this market. To do that you'll need to create a great business plan, lead a high performing team and leverage influential relationships, internally and externally. As Trade Commissioner, you are the face of New Zealand to businesses, promoting our country and building strong partnerships between local companies and New Zealand customers.

WHAT'S THE ROLE ABOUT?

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

- Align, prioritise and focus the work of your team to NZTE's vision and plan – and the achievement of net economic benefit to New Zealand.
- Inspire, guide, develop and motivate your people to be high performing and reach their full potential.
- Ensure all customer work is highly impactful, delivered in full, on time and within budget.
- Provide in-market connections offshore that positively contribute to the growth of our customers and build profile for New Zealand's capability in key sectors for your market.
- Have direct engagement with our customers in your market to provide advice on market entry and strategy.
- Ensure customers experience NZTE as one global team, working together seamlessly to deliver great outcomes.
- Effectively manage risks by ensuring timely reporting and corrective action.
- Build, maintain and report on political and economic developments in market with implications for New Zealand.
- If the Consul-general, provide appropriate consular services, including the protection of the rights of New Zealand citizens.

And relationships are key to this role to...

You need to develop a strong network of engaged stakeholders and virtual team members. Including:

- Build and leverage NZ Inc. networks in the location, including networks with key state and city politicians and authorities, business groups, media and local New Zealand associations (e.g. Business Councils, KEA).
- Support and assist New Zealand Government Ministers and officials, the High Commissioner/Ambassador and other High Commission/Embassy staff to have positive and effective discussions with local authorities and/or business communities.
- Develop a positive network of strategic relationships with NZTE in New Zealand plus key stakeholders, influencers and decision makers in NZ to ensure seamless service delivery to our customers.

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Success in this role means:

- Delivering outstanding results for our customers in market; by
 - Leading a high performing team and leveraging the NZTE infrastructure to best effect,
 - Operating with autonomy and independence, while still being aligned to NZTE's vision; and
 - Building and leveraging our NZ Inc. partners for success for our customers

WHAT CAPABILITIES ARE NEEDED TO SUCCEED?

Our ideal candidate will be...

- **A credible senior leader** – with a tertiary degree and at least 10 years' experience in a relevant role (with people leadership or thought leadership), plus the experience and capability to operate autonomously and independently, while being aligned to vision.
- **A leader people want to follow** – great at inspiring and motivating others, and getting the best from individuals and teams through coaching, along with encouraging a joined up atmosphere with other leaders in your region.
- **International exposure** – previous experience and demonstrated ability to operate successfully in different cultures, has fluency in a language (location dependant) other than English, and a strong understanding of growing businesses in international markets.
- **Strong relationships and connections** – able to use and build on existing connections in market to leverage results for our customers plus develop and maintain great relationships with multiple stakeholders.
- **Great at influencing** – A seasoned leader who is skilled at working within and across organisations, and can motivate and lead remote teams across different locations.
- **Can turn strategy into delivery** – Proven success in the development and implementation of both local and enterprise-wide strategies that solve customer problems and deliver great results.
- **Good understanding of NZTE** – Is able to work effectively within NZTE's systems and operating model to deliver results.

And have great leadership behaviours...

- **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 brave 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.

