

INVESTMENT MANAGER

REPORTS TO	LOCATION	DIRECT REPORTS	GROUP
Investment Director - Greenfields	International & NZ	Nil	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 primary purpose of this position is to develop and accelerate Greenfield investment opportunities that capitalise on New Zealand’s sustainable competitive advantages. This will involve originating opportunities and building the investment capability of New Zealand stakeholders to accelerate the projects to an investment ready state with the aim of attracting domestic capital or Foreign Direct Investment. The role will draw on project management, specialist sector and capital raising knowledge and effective relationship management skills.

Investment Managers will be investment ambassadors for and across NZTE and provide in-depth capital and financial knowledge and advice across various opportunities.

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

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

- Lead, manage and/or contribute to targeted investment projects including detailed research, analysis and liaison with sector players, consulting firms and investors that result in the development of investment opportunities in allocated sectors or regions and deliver a robust pipeline. This may also include creation of sector collateral, targeted presentations, teaser documents or other outputs.
- Originate Greenfield investment opportunities based on the targeted investment projects using national and international networks.
- Actively manage in progress deals from targeted investment projects and ad hoc opportunities and drive them towards execution, ensuring NZTE personnel are close to the deal and are delivering value added services.
- Understand and advise on available funding and support mechanisms, capital requirements and potential sources of capital to stakeholders of Greenfield opportunities in New Zealand.
- Prepare business cases, pitch documents and reports to investors, companies and boards to drive origination and investment outcomes.
- Lead and influence financial discussions with companies at Senior Management and/or Board level.
- Understand investor motivations and rationale and mobilise New Zealand and offshore capital for investment into New Zealand opportunities.
- Advise domestic and foreign investors on greenfield opportunities in New Zealand and support investment into New Zealand investment opportunities.
- Promote New Zealand as an investment destination and NZTE as a promotion agency at strategically relevant industry events.

INVESTMENT MANAGER

- Actively contribute to the financial NZ Ecosystem, both public and private, in your specific area of expertise
- Gather and maintain the integrity of customer and deal data and ensures relevant information is captured on a timely basis.
- Keep up to date on global trends and capital markets.
- Through your actions, contribute to the achievement of the team KPIs.
- Effectively build and maintain strategic relationships with a portfolio of existing and multinationals in New Zealand.
- Build rapport and trusted relationships with business and industry leaders, and key stakeholders.
- Build and maintain relationships with banks, brokers and fund managers in order to assist in improving efficacy in capital markets.
- Proactively build strategic relationships in order to build and feed the capital pipeline.

Success in this role means:

- Deal Origination – As per annually set KPIs.
- Move & Complete – Realising deals that are value add.
- Trusted Advisor – being a trusted investment advisor to all stakeholders, including NZ companies, investors and local and national governmental bodies.
- Value Add – Building companies bigger, better fast for the benefit of New Zealand.

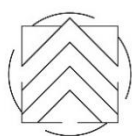
WHAT CAPABILITIES ARE NEEDED TO SUCCEED | Ō PŪKENGA?

- Track record of developing and executing complex projects from concept to execution.
- Experience and in analysing and evaluating financial data and an understanding of financial models.
- Strong foundation in financial, analytical and investment operations, and an in-depth knowledge of New Zealand's sectors and corporate finance.
- Results driven and is dedicated to exceeding expectations and requirements.
- Proven ability in developing and maintaining strategic relationships with companies and key industry stakeholders.
- Strong understanding of global trends and capital markets.
- Strong ability to work collaboratively as part of a larger global team.
- Experience in sourcing and packaging investment opportunities and projects and experience in investment banking, mergers and acquisitions, corporate finance and/or capital raising is preferable.
- Proven ability to lead and influence financial discussions at senior management level.
- International market experience is desirable.
- Strong written communication skills and report writing skills for Board and key stakeholder reporting purposes.
- A tertiary qualification in Finance, Economics, Commerce or Accountancy is a prerequisite and a postgraduate qualification in a relevant area is preferred.

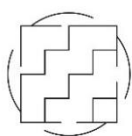
Our characters | Ō mātou uara

- **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.

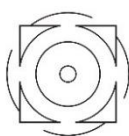
It's when these five characters work together that we truly become One Global Team – that's the real superpower of our organisation and how we achieve so much for our customers.



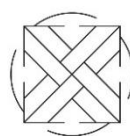
AMBITION
Drives us



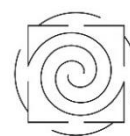
ADVENTURE
Teaches us



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"*.

