

INVESTMENT MANAGER



REPORTS TO	LOCATION	DIRECT REPORTS	GROUP
Investment Director	Global	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?

In this role, you will be developing and accelerating large-scale commercial investment opportunities that capitalise on New Zealand's sustainable competitive advantage.

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.

You'll 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.
- Lead, manage and/or contribute to supporting early stage companies to raise capital to achieve growth, including analysis of business model and liaison with the investment ecosystem. This may also include supporting companies to develop their pitch and showcase the opportunity to investors.
- Actively manage and prepare companies and investment opportunities and drive them towards execution, ensuring NZTE personnel are close to the deal and delivering value added services.
- Understand and advise on available funding and support mechanisms, capital requirements and potential sources of capital to stakeholders 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 opportunities.
- Advise domestic and foreign investors on investment opportunities in New Zealand and support investment into New Zealand opportunities.

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- Promote New Zealand as an investment destination and NZTE as a promotion agency at strategically relevant industry events. Actively contribute to the NZ financial ecosystem, both public and private, in your specific areas of expertise.
- Gather and maintain the integrity of customer and deal data
- Effectively build and maintain strategic relationships with a portfolio of organisations and multinationals in New Zealand.
- Build rapport and trusted relationships with NZ organisations, 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. Through your actions, contribute to the achievement of the team KPIs.
- Prepare and connect – Realising deals that grow New Zealand.
- Trusted Advisor – being a trusted investment advisor to all stakeholders, particularly organisations, NZ companies, investors and local and national governmental bodies.
- Value Add – Building companies bigger, better, faster, for the good of New Zealand.

WHAT CAPABILITIES ARE NEEDED TO SUCCEED | Ō PŪKENGA?

- Track record of developing and executing complex projects from concept to execution.
- Experience 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 dedication to exceeding expectations and requirements.
- Proven ability to develop and maintain relationships with organisations, 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.

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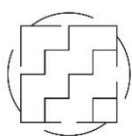
Our characters | Ō mātou uara

- **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.

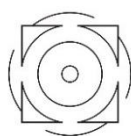
It's when these five characters work together that we truly become One Global Team – that's the real superpower of our organisation and how we achieve so much for our customers.



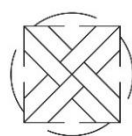
AMBITION
Drives us



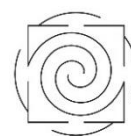
ADVENTURE
Teaches us



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"*.

