

<b>FREPORTS TO</b>	<b>LOCATION</b>	<b>DIRECT REPORTS</b>	<b>GROUP</b>
Regional Director	Various	Various	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?**

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 | TE NGAKO Ō TE MAHI?**

**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.
- 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.
- If this role is a Consul-General designation, it provides appropriate consular services, including the protection of the rights of New Zealand citizens.

## 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

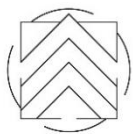
## WHAT CAPABILITIES ARE NEEDED TO SUCCEED | Ō PŪKENGA?

- **A credible senior leader** – with 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.
- **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 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.
- **Digital/data savvy** – is curious about new technologies and understands the importance of the digital and data environment in our workplace.

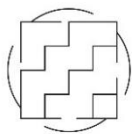
## Our characters | Ō mātou uara

- **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.

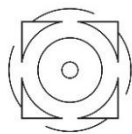
It's when these five characters work together that we truly become One Global Team – that's the real superpower of our organisation and how we achieve so much for our customers.



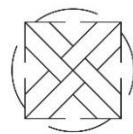
**AMBITION**  
Drives us



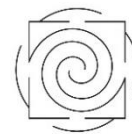
**ADVENTURE**  
Teaches us



**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*".

