

DIRECTOR CAPITAL SOLUTIONS

REPORTS TO	LOCATION	DIRECT REPORTS	GROUP
General Manager – Customer Solutions Group	Auckland or Wellington	8-10	Customer Solutions Group

“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?

Capital Solutions are part of NZTE’s wider suite of customer solutions, which leverages our extensive knowledge and global networks to support exporters achieve international growth.

This role is pivotal to developing and executing NZTE’s strategy to develop and accelerate exporters’ financial capability by providing access to services that support them to fund their international growth, including oversight of NZTE’s International Growth Fund (IGF), a key instrument for enabling market development, accelerating growth and capability building.

Leading a team of highly commercial professionals who have specialist investment and IGF expertise, this leader will ensure the team has strong value adding relationships with customers, the private sector ecosystem, across NZ Inc, and as part of NZTE’s one global team.

The position also plays a critical role in the Customer Solutions Group Leadership Team in helping ensure that collectively the produces and services integrate effectively to drive growth.

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

The most important work of this role is...

- Strategic Leadership: Shape and execute NZTE’s capital solutions strategy, aligned to organisational goals, including the development a prioritised work programme
- Team Leadership: Lead a commercial team with investment and IGF expertise, fostering a high-performance, customer-centric culture and building capability through identifying their individual motivators, coaching and development planning.
- Pipeline: Allocate, prioritise and ensure optimal delivery toward opportunities to strengthen the financial capability of Focus and Engaged Plus customers, including supporting a pipeline of domestic capital raising activity.
- IGF Oversight: Responsible for the strategy and operations to lift the performance and customer experience of the IGF, including oversight of management of the fund, demand (pipeline), expense management, direct economic impact and other KPIs.
- Deliver customer impact: Ensure customers receive credible, tailored advice on funding options, financial planning, and capital strategies, to achieve international growth outcomes and deals.
- Stakeholder Engagement: Enable, create and encourage linkages across the CSG and wider NZTE team, Invest NZ, NZ Inc agencies and the private sector ecosystem for the benefit of all and the achievement of KPIs. Work in close collaboration with the Invest NZ Team to facilitate and conclude investments where Foreign Direct Investment has a role.

DIRECTOR CAPITAL SOLUTIONS

- Continuous Improvement: Drive innovation in tools, processes, and resources to enhance team effectiveness, customer experience and commercial impact.
- Thought leadership: Be recognised as a thought leader and expert within NZTE on capital issues and represent NZTE at strategically relevant industry events.

And relationships are key to this role to...

- Establish and maintain productive relationships with NZTE colleagues and Invest NZ.
- Create a commercial, high-performing and collaborative one-team approach to ensure work and engagement with customers and investors is professional, organised and value adding.
- Build and leverage NZ Inc. networks and other Investment focused Government agencies
- Develop a strong network of strategic commercial relationships, including those with investors, industry associations, and New Zealand companies
- Build proactive relationships with domestic organisations involved in investment/equity/venture/investment to facilitate access to Investment.
- Actively contribute to the Customer Solutions Group Leadership Team

Success in this role means:

- Customers are better prepared to grow internationally and there is measurable impact in their results.
- A clear and compelling vision and programme of work that is value adding and key stakeholders understand.
- Through your actions and leadership, lead the achievement of the team KPIs by building a quality pipeline of finance and funding opportunities, that are realised by customers and thereby growing New Zealand.
- Being a trusted advisor to all stakeholders, particularly organisations, NZ companies, investors and local and national governmental bodies.
- Being agile with prototyping and continuously improving how we deliver impact to our customers.

WHAT CAPABILITIES ARE NEEDED TO SUCCEED? | Ō PŪKENGA?

Our ideal candidate will be...

A talented commercial and strategic leader who is customer and people centric, able to generate energy and provide clarity to deliver exceptional service and coordination. We want you to have proven expertise in the following areas:

- Strong New Zealand industry knowledge and strategic capability, with particular expertise in the identification of investment opportunities and business case development.
- Proven financial, analytical, corporate finance and investment experience, with an in-depth knowledge of New Zealand's sectors of advantage.
- Proven leadership experience in Investment Banking, Mergers and Acquisitions (M&A), corporate finance and/or capital raising.
- Proven ability to lead and influence financial discussions with companies at the Senior Management level.
- Comprehensive grasp of New Zealand's financial ecosystem and global economy.
- Experience in leading and developing a high performing team of investment or financial professionals.

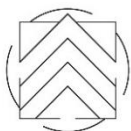
DIRECTOR CAPITAL SOLUTIONS

- A strong networker with demonstrated ability to build and maintain effective relationships where ideas and information may be exchanged.
- Ability to access key decision makers within business and have the business credibility and contacts to “open the right doors”.
- Understand the political framework in which NZTE operates
- A tertiary qualification in Finance, Economics, Commerce or Accountancy is a preferred or alternatively, a minimum of five-year demonstrable experience in Corporate Finance, financial analysis or strategic financial planning within a complex organisational environment.

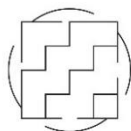
Our characters| Ō mātou uara

- **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.

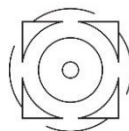
It's when these five characters work together that we truly become One Global Team – that's the real superpower of our organisation and how we achieve so much for our customers.



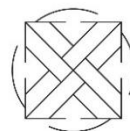
AMBITION
Drives us



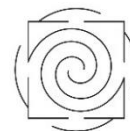
ADVENTURE
Teaches us



HONESTY
Frees us



TRUST
Binds us



MANAAKI
Is us

DIRECTOR CAPITAL SOLUTIONS

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"*.

