

MARKET MANAGER - PACIFIC, POUWHAKAHAERE MĀKETE



REPORTS TO	LOCATION	DIRECT REPORTS	GROUP
Market Manager – Australia Pacific	Auckland	Nil	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?

To be the key connection point between the regional international team and the NZ based teams to work collaboratively as OGT. The Market Manager - Pacific plays a critical role in delivering to our organisational strategy and KPI's, leading internal and external stakeholder management creating strong relationships across NZTE to ensure we are connected, aligned, and delivering to the needs of our customers.

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

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

- Represent the region in key Government relationships and other key external stakeholders as agreed with the Market Manager, Australia Pacific
- Build and maintain regional market intelligence and customer insights to direct the Customer Team and customers to regional knowledge, tools, and activities.
- Help drive/take ownership of the active management of the regional customer portfolio through dashboard reporting and insights, and, where needed, manage allocation of customers into regional portfolios.
- Provide principal advisor support for the Market Manager, Australia Pacific from New Zealand including ministerial briefings, trouble shooting and problem solving, business planning and reporting.
- Help build and drive a plan that delivers results and supports building a team culture that is adaptive, responsive, and forward thinking in the planning and delivery of regional plans.
- Contribute to work of the wider International team through collaboration and sharing of regional plans, contributing to projects, and sharing best practice to identify areas of improvement or alignment across regions.

And relationships are key to this role to...

- Establish a strong relationship with the Export Customer Team (ECT) to problem solve issues and identify collaboration opportunities as they arise.
- Identify and share key information with the ECT and the region, and ensure the region is supporting customer relationships and initiatives as expected.
- Establish a strong working relationship with MFAT and other NZ Inc. partners and act as the 'face of the region' (first point of contact, management of significant issues, input into priority regional initiatives, etc.) to NZ Inc. agencies:
- Represent the designated region in key NZ Inc. meetings in New Zealand.

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- Contribute to successful development and implementation of the NZ Inc. strategies for designated countries/regions - this will include effective liaison with NZ-based business councils relevant for your region.

Success in this role means:

- Having excellent relationships with key internal & external stakeholders, including a strong collaborative relationship with NZ Inc partners.
- You have used your organizational savvy to actively support and influence the understanding of the region with key stakeholders.
- You are seen as the go-to person onshore for matters of the region.
- You are an active, valuable, and positive contributor to a high performing team.
- Your internal networks and knowledge enable you to have your finger on the pulse in NZ, feeding through relevant and useful knowledge to the team.
- Being an insightful, strategic and collaborative member of the regional team

WHAT CAPABILITIES ARE NEEDED TO SUCCEED | Ō PŪKENGA?

- **Superb relationship builder and connector** – able to develop and maintain trusted relationships and interact with key influencers and decision-makers. Can provide insight, and advice, and drive dynamic discussions at senior management level by “doing what you say you are going to do”. Actively looks for and creates opportunities to connect people so they can learn from each other. Skilled at building and leveraging internal relationships to a trusted level to create results for customers.
 - **Autonomous** – self-directed and motivated, works comfortably with ambiguity, finds opportunity inside an agreed framework, and deploys great judgement on the job. Displays critical thinking skills and is an astute problem solver.
 - **Strategic thinker** – experience in providing advice and solutions to deliver and influence strategy and create sustainable organisational systems, process and ways of working that are future focused.
 - **Commercial acumen** – experience working with or advising businesses, maximising commercial outcomes, plus knowledge and expertise in exporting and operating effectively in international markets.
 - **Outstanding communicator** – able to build rapport quickly and can quickly analyse critical needs. Can adjust personal style as required and tell persuasive stories. A deep listener who can quickly understand what is needed (not just what is wanted). Skilled at having honest conversations and challenging others with confidence.
- Other -**
- Experience running successful projects under tight time constraints and in environments of ambiguity and changing requirements.
 - Appreciation of the machinery of government and the influences on enterprise/leadership decision making.
 - Relevant tertiary qualification.

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.

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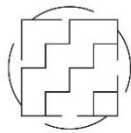


- **Honesty frees us** – We explore challenges with an open mind. Only when we ask questions and truly listen can we discover the right way forward.
- **Trust binds us** – Our people may be worlds apart, but it's trust that holds us together. Growing a nation is only possible when we keep promises and 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.

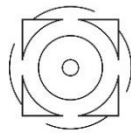
It's when these five characters work together that we truly become One Global Team – that's the real superpower of our organisation and how we achieve so much for our customers.



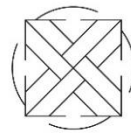
AMBITION
Drives us



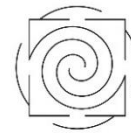
ADVENTURE
Teaches us



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".

