

REPORTS TO	LOCATION	DIRECT REPORTS	GROUP
Director Capital Solutions	Auckland or Wellington	NA	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?

The International Growth Fund (IGF) is NZTE’s primary funding programme, which enables New Zealand firms to overcome export barriers, build capability and accelerate market development activities by co-investing in growth projects. IGF is part of NZTE’s wider suite of customer solutions, which leverages our extensive knowledge and global networks to help exporters of all sizes make better decisions and achieve their international growth ambitions.

As a subject matter expert you’ll be responsible for assessing, developing and recommending how an exporter’s international growth projects meet our co-funding criteria and have the potential to deliver significant economic returns to New Zealand. This will involve working with exporters to identify commercial gaps that they will need to fill to achieve their growth objectives, activating the IGF at the right time. Working with customers and customer-facing roles across NZTE you will build a strong pipeline of quality projects and deliver value adding advice to support the success of project outcomes, ensuring a positive end-to-end customer experience, and supporting the overall portfolio deliver to IGF performance targets.

The role will draw on commercial judgment, project management, specialist sector and in-depth capital and financial knowledge and effective relationship management skills.

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

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

- **Pipeline and Portfolio Performance**
 - Actively identify high growth customers and projects to develop a quality pipeline of IGF projects, assessing and prioritising projects that meet IGF criteria and deliver 4 times return across the portfolio (in terms of DEI), to maximise utilisation and impact of the appropriation
 - Responsible for communicating and working in close collaboration with the Export Customer Team (Customer Manager and Customer Directors) on technical/financial aspects of IGF projects
 - Providing advice and mentoring where required to support identification and preparation and working together on issues to solve problems
 - Providing commercially credible advice to customers and influencing to support the development of quality IGF projects, customer financial forecasts, underpinning growth assumptions and Direct Economic Impact (DEI)
 - Responsible for testing the quality and accuracy of customer financial forecasts, underpinning assumptions and Direct Economic Impact (DEI) measure for projects

- Exercising commercial judgement as to which cases should be considered for co-funding, including handling challenging conversations with customers when projects are not able to be co-funded, delivering value and a positive customer experience in these moments
- Develop recommendations, based on commercial judgement, as to which projects should be co-funded, presenting this assessment for consideration by the General Manager and IGF Governance Group for approval, and communicating the outcome of the decisions to customers.
- Actively monitoring the portfolio of live IGF projects, providing commercially credible insights and advice to keep projects on track and to support achievement of performance targets
- **Capability Building:**
 - Provide commercially credible insights around a company's financials, forming assumptions, financial forecasts, overall financial model, as required to support customers, our Customer Managers and Customer Directors
 - Lead and influence the process of capturing and sharing insights from project assessment, development and project completion with the Export Customer team to lift the quality of future projects
- **Continuous Improvement:**
 - Using your expert knowledge, evolve, develop and build new tools and resources to improve project tracking and project assessments
 - Identify obstacles to project performance, propose solutions to overcome issues and drive performance.

And relationships are key to this role to...

- Work with Customer Managers to manage customer expectations and IGF experience
- Work with other roles in the Capital Solutions Team on technical/financial aspects of IGF projects
- Present recommendations, underpinned with strong commercial judgment, to senior stakeholders for project approval

Success in this role means:

- Taking a lead role on determining project fit for co-funding, accessing financials, DEI and development of strong project proposals.
- Creating scalable, repeatable processes that foster collaboration and improve customer experience.
- Having a performance mindset to identify opportunities to improve the quality and performance of the projects.
- Adding value to customers through the assessment process, irrespective of co-funding decision
- Clear communications and expectation management with key stakeholders through the assessment process
- NZTE Focus customers are better positioned for growth, and Customer Managers are supported in the execution of IGF projects to deliver greater direct economic impact for NZ

WHAT CAPABILITIES ARE NEEDED TO SUCCEED | Ō PŪKENGA?

- A deep understanding of the International Growth Fund (IGF), which includes comprehending the fund's intent, eligibility rules, and the obligations related to delivery and performance. This foundational knowledge ensures that each member can effectively contribute to the team's objectives and uphold the standards expected in managing and executing IGF initiatives.
- Ability to make good commercial decisions against a set of agreed criteria with the ability to make judgements in situations where there may be a lack of information, conflicting interests or ambiguous guidance while maintaining the quality and integrity of the IGF.
- Strong understanding of business and commercial context, including company structures, financial forecasting and budgeting to drive positive outcomes for the customer. Proven financial, analytical and investment experience, and have an in-depth knowledge of New Zealand's sectors and corporate finance. Experience in analysing and evaluating complex financial information and financial models to inform commercial decisions is essential.
- Adept at leveraging internal relationships to mine insights, drive performance and working collaboratively as part of NZTE's one global team.
- Proven ability to lead and influence financial discussions at senior management level
- Highly organised with experience and capability to operate autonomously and independently, while being aligned to NZTE's operating model and vision for the fund. Able to work effectively within NZTE's systems and processes to deliver results.
- Outstanding communicator able to engage effectively, with tact, credibility and diplomacy with customers to achieve planned outcomes.
- A tertiary qualification in Finance, Economics, Commerce or Accountancy is a prerequisite and a postgraduate qualification in a relevant area is preferred.

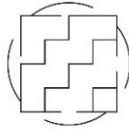
Our characters | Ō mātou uara

- **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.

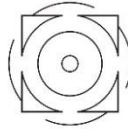
It's when these five characters work together that we truly become One Global Team – that's the real superpower of our organisation and how we achieve so much for our customers.



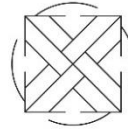
AMBITION
Drives us



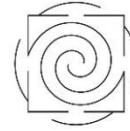
ADVENTURE
Teaches us



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"*.

