

REPORTS TO	LOCATION	DIRECT REPORTS	GROUP
Director Capital Solutions	Auckland, Wellington or other location by agreement	Nil	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.

In this role, you will be developing and accelerating exporters’ financial capability, helping them think about what funding options are best for their business and ultimately supporting these businesses to have the capital they need to fund their international growth, thereby enabling the export sector to play its transformational role in New Zealand’s economy.

This will involve working with exporters and potential exporters to identify commercial gaps that they will need to fill to achieve their growth objectives.

- Funding/Capital
- Capability
- Reporting frameworks

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 supporting growth companies to ensure they are adequately capitalised and have access to the required resources (financial and capability).
- Understand and advise on available funding and support mechanisms, capital requirements and potential sources of capital to Export Customers.
- Support companies to raise capital to achieve growth, including analysis of business model and liaison with the investment ecosystem.
- Provide guidance to companies to enable them to prepare strategic plans, financial models and funding requirements to drive growth outcomes.
- Actively manage and prepare companies, ensuring NZTE is delivering value added services.
- Support customers to prepare business cases, pitch documents and reports to investors, companies and boards to drive investment outcomes.

- Lead and influence financial discussions with companies at senior management and/or Board level.
- Understand investor motivations and rationale and mobilise capital for investment into opportunities.
- Work in close collaboration with the Invest NZ Team to facilitate and conclude investments where Foreign Direct Investment has a role.
- Build 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.
- Gather and maintain the integrity of customer and deal data.

Success in this role means:

- NZTE customers have access to strategic, commercial and financial best practices
- Financial and commercial discovery are embedded in the Customer Way operating model
- Through your actions, contribute to the achievement of the team KPIs.
- Being a trusted investment advisor to all stakeholders, particularly organisations, NZ companies, investors and local and national governmental bodies.
- Building companies bigger, better, faster, for the good of New Zealand.
- Collaborating with OGT to 'spread' financial and commercial capability

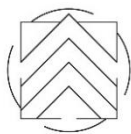
WHAT CAPABILITIES ARE NEEDED TO SUCCEED? | Ō PŪKENGA?

- 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.

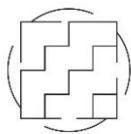
Our characters

- **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.

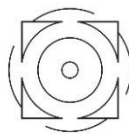
It's when these five characters work together that we truly become One Global Team – that's the real superpower of our organisation and how we achieve so much for our customers.



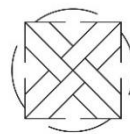
AMBITION
Drives us



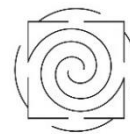
ADVENTURE
Teaches us



HONESTY
Frees us



TRUST
Binds us



MANAAKI
Is us

How we lead at NZTE

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"*.

