

MARKET MANAGER



REPORTS TO	LOCATION	DIRECT REPORTS	GROUP
Regional Director	Various	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 work with key stakeholders across the international network and wider NZTE to develop and help execute a regional plan of activity that links market opportunity to customer capability. This role also plays a critical role connecting the international and New Zealand based teams.

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

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

- Represent the region in key country and regional business association/councils, and other key external stakeholders as agreed with the Regional Director.
- Regional plan activities are resourced appropriately, including managing the execution of activity within New Zealand, connecting with the Missions and Events Centre of Excellence and other sources of support while keeping the Regional Director across this.
- Successfully manage the interface between in-market teams and customer managers in NZ to effectively identify, plan for and prioritise relevant market opportunities to present to NZTE customers.
- Build and maintain regional market intelligence and customer intelligence to support the planning process and inform the customer and international team of opportunities as they arise.
- Provide business advisory support for the Regional Director from New Zealand including ministerials and briefing, trouble-shooting and problem solving.

And relationships are key to this role to...

- Collaborate with key internal stakeholders such as the Regional Director, Trade Commissioners, Business Development Managers, Customer Director/Managers to create and confirm the regional plan, which matches market opportunity to customer capability.
- 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.
 - Contribute to successful development and implementation of the NZ Inc. strategies for designated countries/regions.
 - Support MFAT in undertaking consultation with the New Zealand business community regarding free trade agreements, and support leveraging activities for signed free trade agreements.

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POU WHAKAHAERE MĀKETE



- Act as the 'buddy' for new recruits in designated region, by providing a critical contact for up-skilling new recruits on core organisational processes and priorities (with a NZ focus).

Success in this role means:

- Having excellent relationships with key internal & external stakeholders, including NZ Inc partners.
- A strong collaborative relationship with MFAT to support customer engagement in the region.
- Developing high quality game plans for NZTE customers targeting expansion in the region to achieve business growth outcomes.
- Seen as the go-to person onshore for matters of the region.

WHAT CAPABILITIES ARE NEEDED TO SUCCEED | Ō PŪKENGA?

Our ideal candidate will be...

- **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.
- **Commercial acumen** – experience working with or advising businesses, maximising commercial outcomes, plus knowledge and expertise in exporting and operating effectively in international markets
- **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.
- **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.
- **Extras** – experience running successful projects and a relevant tertiary business qualification.

And we achieve these through great team behaviours | e pahawa ai ēnei mā ngā whanonga rangatira kapa...

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.