

REPORTS TO	LOCATION	DIRECT REPORTS	GROUP
Regional Director	Sydney	Nil	International

**“Our purpose is to grow companies internationally – bigger, better, faster – for the good of New Zealand”**

## **WHY IS THIS ROLE IMPORTANT? | TE MANA Ō TE MAHI?**

To support the Regional Director and Australia & Pacific Leadership Team to develop regional and sector plan(s) and key strategic projects.

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

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

### **Business support and analysis**

- Support the development of AusPac's Strategy including Sector Plans and Strategic Projects.
- Support the implementation of AusPac's plans across the region.
- Provide business advice and support to the Regional Director, assisting in solving operational, strategic and customer issues
- Provide customer data and insights to support regional decision making and prioritisation
- Drive continuous improvement through identifying opportunities to leverage best practice, minimising duplication and bureaucracy and championing efficiency, simplicity and collaboration.
- Identify and resolve risks, issues and roadblocks.
- Work with Trade Commissioners to understand and develop new initiatives to meet regional priorities.

### **Support Regional Director and Australia Pacific Leadership Team**

- Provide high quality business support to the Regional Director including:
  - Development of comprehensive planning, strategy and implementation documents
  - Articulate timelines and deliverables across the region
  - Drafting communications to key stakeholders

### **Relationship Management**

- Develop and maintain professional relationships with AusPac's Leadership team and your key stakeholders internally.
- Support colleagues and other team members to identify and implement opportunities, initiatives and strategies to support the team, and the wider organisation.

### **Success in this role means:**

- Supporting the Regional Director and AusPac Lead Team members to be successful by proactively ensuring they have what they need to prioritise and deliver.
- Outstanding support that brings value to the AusPac region by providing a worldclass advice and service to NZTE.

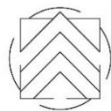
## WHAT CAPABILITIES ARE NEEDED TO SUCCEED | Ō PŪKENGA?

- **Commercial acumen** – experience working with or advising businesses, maximising commercial outcomes, plus knowledge and expertise in exporting and operating effectively in international markets.
- **Tech Savvy** MS PowerPoint and Excel skills are critical.
- **Awesome customer focus** – An ability to manage multiple needs, priorities and expectations to deliver a high standard and a proactive approach, actively seeking work or identifying ways to improve processes, systems and practices.
- **Flexible** – Able to be proactive and reactive all at the same time, managing multiple priorities and eliminating roadblocks without being knocked off balance by the unexpected. Can effectively cope with change, ambiguity, can decide and act without having the total picture. Ability to be self-directed and motivated, counted on to get the job done among tight and competing deadlines.
- **Problem solver** – Use initiative, be forward thinking and decisive with decision making while staying cool under pressure. Super attention to detail, incredibly accurate and with great presentation skills.

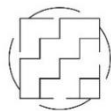
## Our characters | Ō mātou uara

- **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.

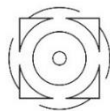
It's when these five characters work together that we truly become One Global Team – that's the real superpower of our organisation and how we achieve so much for our customers.



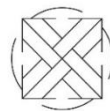
**AMBITION**  
Drives us



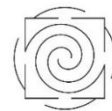
**ADVENTURE**  
Teaches us



**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"*.

# BUSINESS ADVISOR - AUSPAC



LIVE THE PURPOSE

**ENHANCE MAURI**

We know ourselves  
and others.

We nurture diversity,  
inclusion and belonging.

We generate energy.



**DELIVER IMPACT**

We build high  
performing teams.

We anticipate and  
own change.

We create clarity.

MODEL THE CHARACTERS