

# BUSINESS DEVELOPMENT MANAGER



REPORTS TO	LOCATION	DIRECT REPORTS	GROUP
Trade Commissioner, Kaikōmihana Hoko	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?**

You will work with New Zealand companies (NZTE’s customers) to support them to grow internationally. You’ll also work closely with your peers and key stakeholders on initiatives that support customer and industry growth.

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

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

- Coach and guide our customers to validate and explore options for market entry and future growth through your knowledge of business models.
- Apply our market knowledge and networks, research and NZTE knowledge tools to both inform and challenge our customer’s market strategy.
- Partner with our customers to identify, evaluate and compete for specific sales and business opportunities in line with their market strategy.
- Build and maintain networks that add value to our customers with great advice and commercial connections to enable growth.
- Work collaboratively with Customer Managers, customers and other members of the NZTE team to develop and deliver growth plans.
- Be responsible for the delivery of high impact in-market projects and activities that support our customers’ growth objectives using appropriate project management methodology as required.
- Provide insights into cultural issues and business practices to reduce cultural barriers to entry.
- Ensure up-to-date information is distributed and stored in NZTE’s internal systems.
- Working with our customers to develop and implement great ‘game plans’ to achieve their business goals such as leads, introductions, commercial outcomes and deals which lead to revenue growth.
- Building and maintaining networks that add value to our customers with great advice and commercial connections to enable growth.
- Maintaining connections across a range of professional services functions such as Accounting, Commercial Law, Finance and Human Resources to support customers with their business and regulatory decision making.

## Success in this role means:

- Delivering outstanding results for our customers by helping them to:
  - Understand their value and niche;
  - Set up and scale for long term growth;
  - Use high quality connections to drive growth;
  - Convert opportunities to capture value; and
- Doing this as one global team, working seamlessly for our customers.

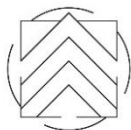
## WHAT CAPABILITIES ARE NEEDED TO SUCCEED | Ō PŪKENGA?

- **Commercial acumen** – experience in using frameworks for managing opportunities in complex buying environments to help our customers navigate uncertainty and realise the full sales opportunity through working with or advising businesses. Tertiary qualification in a related field, supplemented with professional training.
- **Relationship building skills** – experience in building and maintaining strong trusted relationships with customers through using effective questioning and listening to understand their real issues.
- **Connections** – good business contacts to provide advice and commercial connections to drive growth.
- **Financial acumen** – experience understanding and interpreting the basic fundamentals of finance to be able to ask the right questions to understand our customer's ability to fund their international expansion and when to refer them to make smart financial and investment decisions.
- **Flexibility** – ability to manage multiple priorities and minimise roadblocks without being knocked off balance by the unexpected.
- **Extras** – strong communication skills in English and the local language, along with high computer skills using the Microsoft Office suite and experience using Customer Relationship Management software or equivalent tools.

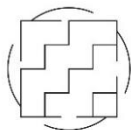
## Our characters | Ō mātou uara

- **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.

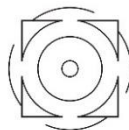
It's when these five characters work together that we truly become One Global Team – that's the real superpower of our organisation and how we achieve so much for our customers.



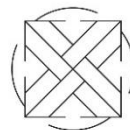
**AMBITION**  
Drives us



**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"*.

