

Investor Migrant Manager - NZ



REPORTS TO	LOCATION	DIRECT REPORTS	GROUP
Investment Director – NZ Ringatohu Haumi	NZ Office Location	Nil	Investment

“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?

This role is a critical part of our investment activation strategy and is primarily responsible for managing relationships with investor migrants in New Zealand. To support and drive the delivery of the investor migrant programme, we need to ensure we proactively manage investor migrants to integrate and activate them within the New Zealand investment ecosystem.

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

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

- Manage and build relationships with a dynamic portfolio/network of investor migrants, based on a prioritisation framework, and be a main point of contact for the migrants' New Zealand investment journey.
- Assist the Investment Director – Domestic Investors to implement and manage a migrant investor aftercare service, from “one-to-many” right through to “one-to-one” investor management.
- Lead the development of tools and materials to manage investor migrants and develop their understanding of New Zealand and potential opportunities.
- Understand investor migrant motivations and drivers and advise and connect them with investment opportunities and other players in the New Zealand investment ecosystem as appropriate.
- Liaise with the Greenfield, Companies and Māori teams to identify and support pipeline opportunities for investor migrants.
- Work closely with the investor migrant programme team and International Investment team to ensure the overall investor migrant programme is meeting the needs of investor migrants.
- Gather and maintain the integrity of investor migrant and related deal data in NZTE's CRM.

And relationships you build will help you...

- Effectively build and maintain relationships with a portfolio of migrant investors.
- Establish and maintain productive rapport with Investment colleagues, and market associates.
- Work effectively with INZ to deliver a coherent/effective investor migrant programme.
- Build and leverage NZ Inc. networks in region, including networks with key authorities, business groups, media and local New Zealand associations (e.g. Immigration NZ, Business Councils, EHF).

Investor Migrant Manager - NZ



- Develop strategic commercial networks to include investors, influencers, advisors, associated industry groups.

WHAT CAPABILITIES ARE NEEDED TO SUCCEED | Ō PŪKENGA?

We want talented people who are flexible, customer centric, able to multi-task and deliver exceptional service and coordination. We want you to have proven expertise in the following areas:

- Strong commercial acumen, with demonstrated understanding of the business and investment environment.
- Strategic capability, with a particular focus on identification of active investors, to ensure we on-board appropriate parties for our investee needs.
- Proven ability to network and influence stakeholders and partners.
- Strong networking skills with demonstrated ability to build and maintain effective relationships where the focus is exchanging ideas and information.
- Ability to access key decision makers within business and the market credibility and contacts to “open the right doors”.
- A tertiary qualification in Finance, Economics, Commerce or Accountancy.

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.

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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.

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NZTE is committed to uplifting the mana of Māori as tāngata whenua and recognise Te Tiriti ō Waitangi/ the Treaty of Waitangi as Aotearoa's founding document.

Investor Migrant Community Manager



REPORTS TO	LOCATION	DIRECT REPORTS	GROUP
Investment Director – NZ Ngatohu Haumi	NZ Office Location	Nil	Investment

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

This role is a critical part of our investment activation strategy and is primarily responsible for managing our investor migrant network building and community aftercare activities. To support and drive the delivery of the investor migrant programme, we need to ensure that there is a [well-functioning] investor migrant community in New Zealand that will assist their New Zealand investment journey and enable them to integrate with the ecosystem and leverage their skills and experience.

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

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

- Design and implement community programme(s) that supports the investment journeys of investor migrants (from those that are entering the new Active Investor Plus programme to those who have already gained their residency) to New Zealand, including providing those migrants with opportunities to connect with:
 - other investor migrants and build a peer network.
 - key players in the New Zealand investment ecosystem, from other Government agencies to private organisations and associations, and understand their various roles and offerings.
 - investment opportunities, or other opportunities where the migrants' skills or experience are well matched.
- Deliver our key investor migrant network building and community events and activities (both online and offline), including through partnerships with key stakeholders (such as banks, fund managers, licensed immigration advisors).
- Source and share relevant information and insights with the investor migrant community.
- Contribute to the building of the InvestNZ brand, a key element of our investment attraction strategy.
- Work closely with the Investor Migrant Managers and International Investment team to ensure the overall investor migrant programme is meeting the needs of investor migrants.

And relationships you build will help you...

- Actively contribute to NZTE's strategy in relation to migrant investor activation.

Investor Migrant Community Manager



- Establish and maintain productive rapport with investment colleagues, and market associates.
- Build and leverage networks throughout New Zealand, including networks with NZ Inc, key authorities, business groups, media and local New Zealand associations.
- Develop strategic commercial networks to include investors, influencers, advisors, associated industry groups.

WHAT CAPABILITIES ARE NEEDED TO SUCCEED | Ō PŪKENGA?

We want talented people who are flexible, customer centric, able to multi-task and deliver exceptional service and coordination. We want you to have proven expertise in the following areas:

- Strong commercial acumen, with demonstrated understanding of the business and investment environment
- Strategic capability, with a particular focus on identification of active investors, to ensure we on-board appropriate parties for our investee needs.
- Proven ability to network and influence stakeholders and partners
- Strong networking skills with demonstrated ability to build and maintain effective relationships where the focus is exchanging ideas and information.
- Ability to access key decision makers within business and the market credibility and contacts to “open the right doors”.
- A tertiary qualification in Finance, Economics, Commerce or Accountancy.

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NEW ZEALAND
TRADE & ENTERPRISE
Te Taurapa Tūhono

Investor Migrant Community Manager - Domestic



REPORTS TO	LOCATION	DIRECT REPORTS	GROUP
Investment Director Ringatohu Haumi	International (various locations)	Nil	Investment

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

This role is a critical part of our investment attraction strategy and is primarily responsible for managing our domestic investor network building/activation and aftercare activities. To successfully support our companies with sourcing growth capital we need a deep network of investors across NZ who are looking to participate in active investment. This network spans Venture Capital, Private Equity through to private individuals.

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

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

- Deliver our domestic investor network building activities, with an initial focus on leveraging our key partner groups in regions (such as angel groups, banks, private wealth managers and advisors).
- Co-ordinate other brand building activity for us in the New Zealand ecosystem to help originate high quality NZ investors.
- Assist the Investment Director – Domestic Investors to implement and manage the domestic investor aftercare service, from “one-to-many” right through to “one-to-one” investor management.
- Build and manage relationships with key investors and connect them with investment opportunities and other players in the New Zealand investment ecosystem as appropriate.
- Support and liaise with the Greenfield, Companies and Māori teams in relation to their NZ investor needs.
- Identify and lead other activities and projects that support industry development and/or the promotion of New Zealand as an investment location.
- Be recognised as a thought leader and expert within NZTE on Investor management related issues.
- Work closely with the International Investment team to share learnings and insights to further enhance and build NZTE’s knowledge of best practice in investor management.

The relationships you build will help you...

- Actively contribute to NZTE’s strategy in relation to investor activation.
- Establish and maintain productive rapport with Investment colleagues, and market associates.
- Build and leverage NZ Inc. networks in region, including networks with key authorities, business groups, media and local New Zealand associations.

Investor Migrant Community Manager - Domestic



- Develop strategic commercial networks to include investors, influencers, advisors, associated industry groups.

WHAT CAPABILITIES ARE NEEDED TO SUCCEED | Ō PŪKENGĀ?

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- Strategic capability, with a particular focus on identification of active investors, to ensure we on-board appropriate parties for our investee needs.
- Proven ability to network and influence stakeholders and partners
- Strong networking skills with demonstrated ability to build and maintain effective relationships where the focus is exchanging ideas and information.
- Ability to access key decision makers within business and the market credibility and contacts to “open the right doors”.
- A tertiary qualification in Finance, Economics, Commerce or Accountancy.

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Investor Migrant Programme Transition Manager



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

This role is an important part of transitioning the investor migrant promotion and aftercare functions from Immigration New Zealand to NZTE. To support and drive the delivery of the investor migrant programme, and support our companies with sourcing growth capital, we need to ensure we effectively transfer the function and, specifically, maintain relationships with key programme stakeholders across the public and private sectors.

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

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

- Support the programme of work to embed the investor migrant attraction and aftercare functions within NZTE, including:
 - set-up and implementation of new processes and ways of working
 - integrating the transferred staff into NZTE
 - communications with key stakeholders to ensure relationships are maintained
 - management and activation of the existing migrants in INZ's Investor 1 and 2 pipeline
- Contribute to the development and assist the execution of the market promotion strategies to generate a pipeline of prospective investor migrants.
- Support the setup of our key investor migrant network building events and activities (both online and in-person), including through partnerships with key stakeholders (such as MFAT, KEA, advisors and existing investor migrants).
- Work closely with the wider investor migrant programme team and others in the International Investment team to ensure the needs of investor migrants are met.

And relationships you build will help you...

- Effectively build and maintain relationships with a portfolio of public and private sector stakeholders.
- Establish and maintain productive rapport with Investment colleagues, and market associates.
- Work effectively with INZ to deliver a coherent and effective transfer of investor migrant programme.
- Build and leverage networks, including NZ Inc. with key authorities, business groups and industry leaders.

Investor Migrant Programme Transition Manager



- Develop strategic commercial networks to include banks, influencers, advisors, associated industry groups.

WHAT CAPABILITIES ARE NEEDED TO SUCCEED | Ō PŪKENGĀ?

We want talented people who are flexible, customer centric, able to multi-task and deliver exceptional service and coordination. We want you to have proven expertise in the following areas:

- Strong commercial acumen, with demonstrated understanding of the business and investment environment.
- Strategic capability, with a particular focus on the identification of active investors, to ensure we on-board appropriate individuals for the investor migrant programme.
- Proven ability to network and influence stakeholders and partners.
- Strong networking skills with demonstrated ability to build and maintain effective relationships where the focus is exchanging ideas and information.
- Ability to access key decision makers within business and the market credibility and contacts to “open the right doors”.
- A tertiary qualification in Finance, Economics, Commerce or Accountancy.

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NEW ZEALAND
TRADE & ENTERPRISE
Te Taurapa Tūhono

Investor Migrant Manager - International



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

This role is a critical part of our investment attraction strategy and is primarily responsible for our attraction and management of investor migrants in [NAM, IMEA/Europe]. To support and drive the delivery of the investor migrant programme, and support our companies with sourcing growth capital, we need to ensure we actively build a strong pipeline of quality investor migrants from [NAM, IMEA/Europe] who are looking to participate in active investment.

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

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

- Contribute to the development and lead the execution of the market promotion strategy in [United States/Europe], to generate a pipeline of prospective investor migrants.
- Lead and manage our engagement with investor migrants through their New Zealand investment journeys (based on a prioritisation framework) and work with Immigration NZ to provide timely information on the Active Investor Plus visa process and requirements.
- Deliver our key investor migrant network building events and activities in [NAM, IMEA/Europe] (both online and in-person), including through partnerships with key stakeholders (such as MFAT, KEA, advisors and existing investor migrants).
- Understand investor migrant motivations and drivers and work with New Zealand based colleagues to connect them with investment opportunities and other players in the New Zealand investment ecosystem as appropriate.
- Liaise with the Greenfield, Companies and Māori teams to identify and support pipeline opportunities for investor migrants.
- Work closely with the wider investor migrant programme team and others in the International Investment team to ensure the needs of investor migrants are met.
- Gather and maintain the integrity of investor migrant and related deal data in NZTE's CRM.

And relationships you build will help you...

- Effectively build and maintain relationships with a portfolio of migrant investors.
- Establish and maintain productive rapport with Investment colleagues, and market associates.
- Work effectively with INZ to deliver a coherent and effective investor migrant programme.

Investor Migrant Manager - International



- Build and leverage NZ Inc. networks in [NAM, IMEA/Europe], including networks with key authorities, business groups and industry leaders.
- Develop strategic commercial networks to include banks, influencers, advisors, associated industry groups.

WHAT CAPABILITIES ARE NEEDED TO SUCCEED | Ō PŪKENGA?

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- Strategic capability, with a particular focus on the identification of active investors, to ensure we on-board appropriate individuals for the investor migrant programme.
- Proven ability to network and influence stakeholders and partners.
- Strong networking skills with demonstrated ability to build and maintain effective relationships where the focus is exchanging ideas and information.
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