



Job description

Commercial Manager – Full Time Permanent

Position	Commercial Manager
Reports to	Chief Executive of Hineuru Iwi Trust
Location	Hawkes Bay (preferred but not compulsory)
Type	Full Time Permanent

Role

Hineuru Iwi Trust is looking for a motivated and experienced Commercial Manager to oversee day-to-day investment and commercial operations across our investment portfolio. Our portfolio is broad and includes primary industries (ie farming and forestry), horticulture, seafood, commercial and residential property developments, managed funds and other industries.

Skills

The ideal candidate will:

- be excited about working for a Māori organisation and the opportunity to identify, pursue and capture new commercial opportunities
- be smart and have commercial and strategic nous
- have experience in one or more of areas of our investment portfolio (indicated above)
- have a proven track record in managing commercial investments
- have strong business contacts and networks relevant to our investment portfolio
- be able to identify and mitigate commercial risks efficiently and effectively
- be able to nurture relationships with strategic and investment partners throughout projects
- have great written and oral communication, teamwork, leadership and analytical skills

Tasks

Tasks associated with the role include:

- Managing daily commercial operations and issues that arise in our current investment portfolio (farming, horticulture, forestry, property developments etc)

- managing due diligence with the Chief Executive and advisors for potential future investments being considered by Hineuru Holdings;
- Negotiating contractual arrangements with current and future investment partners
- Assessing risks involved with new commercial initiatives, ensure deadlines are met and be ready to handle unexpected situations
- Drafting commercial and investment papers as required for Hineuru Holdings and if required Hineuru Iwi Trust
- Report and be accountable to the Chief Executive on all commercial day to day matters, as well as the Hineuru Holdings Board and if required Hineuru Iwi Trust
- Analysing sales, marketing, finance and other reports to gain insights into how to improve performance and maximize growth
- Maintain sustainable and productive relationships with existing partners
- Liaise with other staff and contractors as required

Term

The role is full time permanent.

Ideally candidates will be based in Hawkes Bay but this is not essential.

Some travel required.

Qualities

Positive attitude.

Honest and reliable.

Strategic and commercial nous.

Able to work constructively as part of a team.

Send your curriculum vitae and a covering letter to info@hineuru.com by 5pm, Friday 30 August 2019.