

TAUHARA NORTH
No.2 TRUST



SENIOR COMMERCIAL ANALYST

We are looking for a Senior Commercial Analyst to join our Commercial team based in Rotorua. The TN2T commercial team manages the Trust investment portfolio to meet the long term needs of its owners and descendants. The Senior Commercial Analyst role will provide critical analysis and reporting for group strategic decisions, individual business performance as well as assisting the execution of new acquisitions.

Competencies required:

- Understanding of quantitative analysis, financial reporting, portfolio management, corporate finance, strategic business management, commercial law or economics
- Competent financial modelling capability with understanding of direct investment process
- Excellent report writing skills with the ability to clearly summarise complex information
- Ability to think critically to solve problems, recognise key success driver and complete risk analysis
- Attention to detail and demonstrating a high level of accuracy is important
- Knowledge of Te Reo, Tikanga and Māori organisations
- Relevant tertiary qualification

Interested candidates should contact or send their resume to Donnarae Raukawa-Doughty, HR Manager at Donnarae.RaukawaDoughty@tauharano2.co.nz

Applications close 5pm on Friday 06 September 2019

**POSITION DESCRIPTION
SENIOR COMMERCIAL ANALYST**



Reports To:	The General Manager Investment
Location:	Bay of Plenty
Position Purpose:	<p>Tauhara North No.2 Trust (TN2T) is one of the largest Māori entities in New Zealand, with investments across primary sector, infrastructure, private and listed equities and fixed income.</p> <p>The purpose of TN2T's commercial team is to manage the Trusts investment portfolio to meet the long term needs of its owners and descendants, growing the services they provide to whānau today</p> <p>The successful candidate will provide critical analysis and reporting for group strategic decisions, individual business performance as well as assisting in the execution of new acquisitions. This role provides hands on experience in direct investment working internally with senior management and directors and externally with co-investment partners, advisors, banks, and legal representatives.</p>
Abbreviations	<p>GMCO = General Manager Commercial Operations GMI = General Manager Investment</p>
Key Accountabilities:	<ol style="list-style-type: none"> 1. Portfolio management and corporate finance at group level 2. Asset performance and investment reporting 3. Mergers and Acquisitions 4. Macroeconomic, sector and project research/analysis 5. Analyst support for individual business entities

1. Portfolio Management and Corporate Finance	<p>Global modelling to assist with strategic and tactical decision making at governance level. Strategic decisions include</p> <ul style="list-style-type: none"> • Capital structuring across group • Capital budgeting and project analysis in portfolio context • Long term key risk analysis (specific and non-specific risks) and mitigation strategies • Assessing return / risk targets using different models • Tilting portfolios to met long term terms targets • Work closely with financial services team to make sure global models are accurate with updated financial information and integrate with our accounting systems
2. Asset Performance	<p>In conjunction with GMCO and GMI</p> <ul style="list-style-type: none"> • Consolidate performance reporting across group • Individual performance reporting across asset classes, portfolios and individual businesses. This includes both financial, physical, non-physical metrics • Compare and weight against portfolio target returns • Work with financial services to make sure processes are streamlined and accurate with consistency in presentation across business units • Support treasury with analysis on debt covenant requirements for new business and hedging policy/execution

3. Mergers and Acquisitions	<ul style="list-style-type: none"> • Manage deal flow by quickly assessing opportunities in relation to Trust investment frameworks • Reflect Trust values of honesty, integrity and tikanga through process • Provide sector research to senior management and board to support tactical investment decisions including divestment • Work with GMI on due diligence processes, including coordinating third party advisors • Manage and source financing through debt and equity partners • Specific focus on financial DD and investment modelling • Work with GMI on acquisition including preparation and negotiation of transactional documents and establishment of legal structures • Work with GMI on post-acquisition transition of business and handover to GMCO
4. Research	<ul style="list-style-type: none"> • Provide research papers on range of topics • Expected to work with external advisors to pull together information or internal team members • Relationship building with SOE's and research institutions • Attend relevant conferences and networking groups
5. Business support	<p>This relates to existing businesses within portfolio</p> <ul style="list-style-type: none"> • General business support for the operations team includes assisting with budget preparation and management • Work with individual operations managers to assist with strategic planning and monthly reporting requirements when needed • From time to time there will be opportunities to undertake one-off project work within the commercial team and on secondment to other business units within the Group. • Assist with key business applications like resource consents, funding grants

Skills	<ul style="list-style-type: none"> • Understanding of quantitative analysis, financial reporting, portfolio management, corporate finance, strategic business management, commercial law or economics • Competent financial modelling capability with understanding of direct investment processes • Excellent report writing skills with the ability to clearly summarise complex information • Ability to think critically to solve problems, recognise key success drivers and complete risk analysis • Attention to detail, and demonstrating a high level of accuracy is important
Qualifications	<ul style="list-style-type: none"> • A relevant tertiary qualification, with strong background in either, business management, finance, economics or accounting • Post graduate – working towards CFA favourable
Experience	<ul style="list-style-type: none"> • Ideally will have 2-4 years' experience in the financial service sector but also open to related commercial sectors
Key Personal Attributes	<ul style="list-style-type: none"> • Have empathy and understanding of Te Ao Māori • Positive attitude contributing to a culture of quality, dedication, success and fun. Honest with high sense of integrity • Professional, well organised, reliable with good time management skills • Ability to communicate clearly and effectively with a wide range of stakeholders and continue to build these relationships in a way that reflects the Trusts values • Ability to work in a fluid environment with often changing priorities. Self-managing within assigned tasks, and work well under pressure. • A knowledge of Te Reo, Tikanga and Māori organisations is helpful.

<p>Key Relationships</p>	<p>Internal:</p> <ul style="list-style-type: none"> • GMs for commercial operations and new investments • Group CEO • Managers and key personnel of Group-owned assets • Senior executives of the Trust Group • Corporate Services and Financial Services teams • Trust Group – All staff <p>External:</p> <ul style="list-style-type: none"> • External accountants, lawyers and third-party consultants/advisors • Brokers • Co-investment partners and potential investment partners • Lending Banks • Suppliers, contractors • Iwi and Māori entities • Crown and Government organisations • Research organisations and SOEs
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