

# Growth Sector Lead

**Reports to:** Head of Growth Sectors

**Direct Reports:** 0

**Team:** Innovation and Business Growth

**Date:** March 2026

## Role Purpose

The Growth Sectors Lead is responsible for leading strategic planning in future-focused growth sectors where Christchurch has a globally competitive position and can deliver economic growth.

The role will achieve this by fostering strong networks and partnerships, developing sector strategies, collaboration and facilitating and delivering initiatives that create sustainable economic impact for Ōtautahi Christchurch and the wider Canterbury region.

The Lead also plays an influential role in advocating and promoting the sector and ChristchurchNZ. It provides insights and expertise to a range of stakeholders to influence, build awareness and grow the sector.

This position is an important part of the Growth Sectors team and the wider Innovation and Business Growth division at ChristchurchNZ.

## ChristchurchNZ Purpose Statement

Mā temahi tahi, ka hangahe taiōhangakia oraai ngātāngata me ngāwāhi hoki. Together we're shaping an economy where people and places thrive.

## Who is ChristchurchNZ

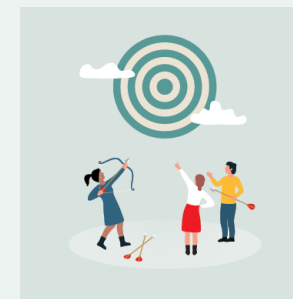
ChristchurchNZ (CNZ) is the economic development, regional tourism, and promotion agency for Ōtautahi Christchurch. We are the catalyst for Ōtautahi Christchurch's economic transformation, driving growth and prosperity for our people and our place. We are the champions of our city, showcasing its vibrancy, innovation and potential to the world.

## What does the team do

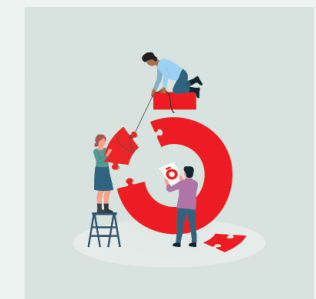
Innovation and Business Growth employees nurture Christchurch innovators and the ecosystem that helps them thrive. We also support the business community, especially in targeted high-growth industries. We work to create high-value jobs for residents and are collaborating with the business community to step towards the city's economic ambition of creating a regenerative economy, because Christchurch is a city that cares about its people and their futures. Join us to help make Ōtautahi Christchurch a better place for business.



We are Open



We are Purposeful



We are Together

## | What you will do

### **Strategic Stakeholder Engagement:**

- Foster proactive, genuine and effective stakeholder relationships across the sector ecosystem including business, research and development institutions, local and central government, education providers, and other regional, national and international bodies.
- Use your sector knowledge to provide insights and advocacy, to anticipate disruption and shape future opportunities for economic development.
- Use influencing and negotiating skills to catalyse economic development opportunities for the benefit of sector knowledge, connectivity and capability.
- Collaborate and influence across IBG and ChristchurchNZ to raise awareness and coordinate delivery to the sector strategy to drive economic impact for the sector.

### **Strategic Governance, Planning and Delivery:**

- Drive the development and delivery of sector strategies that position Christchurch to solve global problems and capitalise on future opportunities, in partnership with the sector.
- Work with stakeholders to establish and support appropriate structures that govern delivery of sector strategies and initiatives.
- Effectively plan and execute sector strategies on budget and to a high standard based on a clear intervention logic of ChristchurchNZ.

### **Activation and Innovation Facilitation:**

- Proactively advocate for the sector with local, national and international agencies to raise awareness and position the sector well to attract opportunities to support sector development initiatives.
- Represent ChristchurchNZ and the sector at relevant events, conferences, activations and other activities.

### **Sustainability and Economic Impact**

- Be responsible for budget expenditure and measurement of economic impact as a result of sector engagement.
- Support the delivery of the Christchurch Economic Ambition and the transition to a regenerative economy.

*Your general duties include those outlined in this position description and may be reviewed and updated from time to time in consultation with you. You will also be required to undertake any other duties that are within your ability to perform to contribute to the overall success of the organisation, if asked to do so.*

## | What you will have

- Strong networks and experience working in business and innovation at regional level with preference given to existing knowledge of the Christchurch or wider Canterbury economic development landscape.
- Minimum of five years' experience as a project manager or equivalent experience in consulting, economic development, business development or strategy development.
- Expertise in strategy development and implementation.
- Proven experience in programme and project management.
- Knowledge of the relevant sector is an advantage.
- Outstanding influencing and relationship management skills and experience working in complex environments at senior levels to leverage networks to deliver economic outcomes.
- Strong presentation skills and the confidence to speak to a wide range of audiences .
- Proactive and solution orientated.
- A proven understanding of the principles of economic development and the role of economic development agencies.
- An open and transparent manner.
- Demonstrated ability to be able to work and lead collaboratively.

## | Ways of Working

### PERSONAL RESPONSIBILITIES

- Act with integrity and accountability by living into our organisational values
- Ensure you are informed of the CNZ strategic direction and how your work contributes our wider purpose
- Embrace opportunities to work with others across the organisation, sharing your knowledge and expertise to optimise business performance
- Take personal accountability for your health, safety, and wellbeing
- Be innovative by approaching your work with a growth mindset, and the ability to navigate change

### SUSTAINABILITY

- Demonstrate accountability for your resource use and disposal to minimise environmental impacts and economic cost
- Encourage partners and stakeholders to adopt environmentally sound practices and quality assurance programs

### MĀORITANGA

- Demonstrate commitment to the principles of the Treaty of Waitangi by acting in the spirit of participation, partnership, and protection
- Consider Māoritanga in all aspects of business, and engage with iwi where appropriate

## | Working relationships

### INTERNAL

- Primarily within immediate team
- Collaboration with most of the organisation
- Influencing across most of the organisation

### EXTERNAL

- Transactional interaction with external stakeholders
- Influencing and/or negotiating with external stakeholders
- Final negotiations with external stakeholders

## | Financial Delegations

### BUDGET MANAGEMENT

- N/A
- Yes

### BUDGET OWNERSHIP

- N/A
- Yes

### BUDGET LIMIT INDICATION

- Nil
- Up to \$50,000
- Up to \$100,000
- Over \$100,000

*Budget limit is a threshold indication only, your actual financial delegations are as per the delegated authorities policy*