

Role Description

Title	Senior Advisor Regional Partnerships and Investment
Manager Title	Regional Partnerships and Investment Manager
Directorate and Group	Strategic Partnerships and Investment; Public Affairs
Band	F
Date	May 2026
Approved By	Director, Strategic Partnerships and Investment

Public Service

Ka mahitahi mātou o te ratonga tūmatanui hei painga mō ngā tāngata o Aotearoa

I āianeī, ā, hei ngā rā ki tua hoki, he kawenga tino whaitake tā mātou hei tautoko i te Karauna i runga i āna hononga ki a Ngāi Māori i raro i te Tiriti o Waitangi. Ka tautoko mātou i te kāwanatanga manapori. Ka whakakotahingia mātou e te wairua whakarato ki ō mātou hapori, ā, e arahina ana mātou e ngā mātāpono me ngā tikanga matua o te ratonga tūmatanui i roto i ā mātou mahi.

In the public service we work collectively to make a meaningful difference for New Zealanders now and in the future. We have an important role in supporting the Crown in its relationships with Māori under the Treaty of Waitangi. We support democratic government. We are unified by a spirit of service to our communities and guided by the core principles and values of the public service in our work.

About DOC

The Department of Conservation Te Papa Atawhai (DOC) serves to protect and restore nature spaces and species across Aotearoa.

At the heart of our success is our strong DOC culture, built on clear values. Our integrity grounds us, our connections take us further together, we empower ourselves and others to do the best work, so we achieve more for nature and New Zealand.

Role purpose

The purpose of this role is to grow and manage regional partnerships and ensure investment is aligned with conservation priorities to maximise impact.

General

Employees are required to respond to DOC's changing needs, performing other tasks as reasonably required.

DOC may make reasonable changes to the role in consultation with the role holder.

You are required to maintain a strict sense of personal ethics, maintain confidentiality and privacy, and abide by the Code of Conduct.

Accountabilities

Accountability	Including
Partnership development	Dedicated oversight of a regional portfolio(s) and performance of partnerships in that region(s). Work together with Regional Operations to grow new and existing partnerships and stimulate more investment into regional priorities by working with business, iwi, philanthropy, government agencies, NGOs, community groups and individual donors. Stimulate more investment into Predator Free landscape projects and work with regional operations to access sustainable funding pathways. Develop high value relationships that hold longevity and increase trust and confidence in DOC. Monitor contractual obligations and ensure non-delivery and risk is escalated appropriately to the assigned SPA (single point of accountability).
Investment expertise	Active business development to grow new partnerships that deliver impact. Realise opportunities that support positive outcomes for Māori. Ensure alignment of partner investment with regional priorities. Ensure partnerships are aligned with DOC's partner value exchange framework. Understand emerging nature finance markets and identify opportunities for growth.
Strategic advice to regional leaders	Utilise high-quality data to inform advice and decision making by leaders. Understand regional drivers and priorities. Apply critical thinking and deliver strategic advice to regional leaders, to drive high impact and value for money. Provide regular insights to regional leaders that support growth and efficiencies.
Collaboration and relationship management	Working collaboratively with teams across DOC and contributing effectively to cross-functional teams. Building and maintaining effective relationships with key individuals and groups from relevant sectors and organisations. Representing DOC and coordinating cross-agency initiatives within area of responsibility.
Work management and delivery	Delivering on tasks as set out in work plans, performance expectations, and task assignments. Identifying critical issues and risks and ensure they are constructively raised and addressed. Managing knowledge and information to ensure it is secure, current, and appropriate access protocols are applied.

Accountability	Including
	Taking all practical steps to ensure your own safety and the safety of others.

Capability

Capabilities required	
Specialist skills, knowledge, and qualifications	Commercial skills, business acumen and experience in the nature investment sector. Business development experience that fosters new partnerships and grows investment. Leading and influencing best practice approaches in the partnerships and investment area, including familiarity with tools such as impact assessments and return on investment measures. Knowledge of emerging nature finance markets and business trends for nature-based investment. Relevant tertiary qualification.
Collaboration, relationship building, communication and interpersonal skills	Interacts productively with a wide range of people. Seeks and considers other perspectives. Works effectively to solve problems, gains trust easily and supports peers. Demonstrates and fosters collaboration across teams.
Organisation contribution	Provides considered feedback and input to decision making. Identifies and suggests opportunities to do things differently. Proactively seeks to understand organisational and wider context of role.
Delivering results	Plans and organises work to deliver on objectives. High personal and professional standards and accuracy.
Treaty Partnership	Understands where the Māori Crown relationship is important to DOC. Able to use day-to-day te reo and tikanga at work, e.g. waiata and pepeha. Knows to seek advice or support when required.

Key working relationships

Internal	External
Regional Operations (Director & Districts) Organisation Support (Finance) Planning & Performance Treaty Relationships	Business investors Philanthropic donors NGOs & Community groups Regional and District Councils

Strategic Communications & Engagement	Māori collective entities Office of the Minister of Conservation Government and Crown organisations
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You are required to comply with the standard operating requirements of DOC, i.e., you must comply with the financial, health and safety, legal, people and other delegations set out in Standard Operating Procedures, policies, and instructions (refer to the Intranet for further information).