

Position Description

Date: September 2026

Position | Tūranga: Kaitūhono (Māori Partnerships Lead)

Responsible to Tō kaiwhakahaere:	Kaihautū - General Manager Indigenous Partnerships
Direct Reports Tangata whakahaere:	Nil
Indirect Reports Ngā Ripoata Autaki:	Nil
Group Tari:	Indigenous Innovation and Partnerships
Function Wāhanga:	Indigenous Partnerships & Engagement
Team Tima:	Indigenous Partnerships & Engagement
Location Wāhi:	Palmerston North preferred, Lincoln, Mt Albert, Rotorua, Ruakura also considered
Employment Type Momo Mahi:	Permanent
Korn Ferry Grade Taumata Korn Ferry:	17

Working Relationships | Ngā Whanaungatanga Matua

Internal O roto	External O waho
- Wider Indigenous Innovation & Partnerships Team (comprising Indigenous Research, and Systems Planning, Integration & Cultural Capability) - Science and Research teams - Professional Services teams particularly Commercial, Communications & Engagement, Digital & Data	- Māori land trusts, land incorporations, enterprises, hapū and iwi organisations, mana whenua, representative Māori industry bodies - Ministry for Primary Industries, Te Puni Kōkiri, Ministry for Business, Innovation and Employment (MBIE) and other relevant government departments including local government - Industry

Organisational context

The Bioeconomy Science Institute Maangi Taiao is a Crown-owned public research organisation, formed through the merger of AgResearch, Plant & Food Research, Manaaki Whenua - Landcare Research, Scion, and the New Zealand Food Innovation Network. Our purpose is to drive innovation and commercial outcomes in the bioeconomy, using research and technology to support enduring economic growth and resilience, a healthy environment and beneficial social outcomes for New Zealand. We pursue opportunities to lift innovation, commercial outcomes, and adoption of advanced technology to drive economic growth across New Zealand. Through world-leading science, we drive innovation across agriculture, horticulture, forestry, aquaculture, biotechnology, and manufacturing. We protect and

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enhance ecosystems, strengthen biosecurity and climate resilience, and develop cutting-edge bio-based products and technologies.

We honour Te Tiriti o Waitangi and embed te ao Māori throughout our transformation journey. As we come together, we are committed to learning and growing together through inclusive, equitable, and culturally responsiveness ways of working. All roles contribute, in ways relevant to their work, to giving effect to our Te Tiriti commitments through partnership, participation, protection and equity.

Role purpose | Te Take o te Tūranga

The Kaitūhono will help to achieve the Bioeconomy Science Institute Maiangi Taiao Missions through establishing and maintaining trusted relationships with Māori organisations and communities across the motu to foster long term research partnerships that lead to enduring impact for Māori and Aotearoa. The Kaitūhono will have growing knowledge in mātauranga Māori, taonga Māori, iwi Māori, Kaupapa Māori and tikanga Māori research and engagement approaches, models and frameworks. They will be guided by the General Manager Indigenous Partnerships alongside the wider Indigenous Partnerships team, and work collaboratively with the Indigenous Research team to support the establishment of Māori led, Māori centred and Kaupapa Māori research at the Bioeconomy Science Institute Maiangi Taiao, as well as supporting science to embed Te Ao Māori in their research and engagement approaches. The Kaitūhono will identify opportunities for Māori partners to connect with science teams that have capabilities to help our partners move towards their aspirations.

Accountabilities | Ngā whakaritenga

TŪHONONGA

- Facilitate tikanga and values led engagement with Māori partners, organisations and communities, as well as researchers, in order to build strong and positive partnerships.
- Support Māori centred Kaupapa Māori engagement approaches with Māori researchers, organisations and communities.
- Champion systems and protocols for science to learn and adopt quality engagement approaches, for beneficial research outputs and outcomes with Māori partners that preserve or enhance mana and protect Māori knowledge.
- Role model implementation of the Bioeconomy Science Institute Maiangi Taiao (yet to be finalised) strategy and MBIE's Vision Mātauranga Policy to projects and activities, lead involvement in te ao Māori development, and contribute to co-innovation with Māori led, Māori centred and kaupapa Māori research.

PARTNERSHIPS

- Work with other Kaitūhono / Pou Hononga to support partnership plans and agreed service plans, driving consistency in the way we interact, manage and deliver to partners.
- Identify and build strategic relationships with key partners and networks (current and potential), identifying and agreeing research opportunities to meet their needs and inform the Bioeconomy Science Institute Maiangi Taiao to develop appropriate solutions.
- In conjunction with relevant internal teams, develop and maintain highly effective relationships and processes to support science teams to understand and better respond to te ao Māori.

LEADERSHIP

- Effectively co-ordinate, coach and develop teams focused on creating value for our partners through Bioeconomy Science Institute Maiangi Taiao-led science projects.
- Support the Indigenous Innovation & Partnerships Team and contribute to strategic initiatives and planning.

INTELLIGENCE AND BUSINESS DEVELOPMENT

- Work with Māori partners, Bioeconomy Science Institute Maiangi Taiao researchers and funding agencies to secure contracts for delivery of research that will progress partner aspirations.
- Develop and deliver insights and targets in the Māori Partnerships plan.
- Disseminate Māori Partnerships intelligence and insights to shape future research directions and opportunities.
- Work collaboratively with the Indigenous Innovation & Partnerships Team, science and wider Bioeconomy Science Institute Maiangi Taiao to plan and deliver to partnership requirements.

COMMUNICATION

- Develop and maintain excellent relationships with external partners, internal partners and the wider Bioeconomy Science Institute Maiangi Taiao Leadership team.
- Support effective internal communication by following up on requests for information from internal groups.
- With the other Kaitūhono, ensure the Māori partner database is maintained and up to date.
- Complete all required reporting and planning responsibilities.
- Maintain excellent internal communication, providing regular updates suitable for an organisational wide audience and for potential incorporation into company-wide communication mediums.

Information And Records Management | Te Whakahaere | Ngā Mōhiotanga Me Ngā Putu Raraunga

- Ensure that information and records are maintained, created, and disposed of in compliance with relevant statutory, regulatory, and Institute policy requirements, documenting business transactions and activities securely and following established policies and procedures.

Health, Safety, And Wellbeing | Hauora, Haumaru Me Te Oranga

- Contribute to a positive health, safety and wellbeing culture by taking reasonable care for their own health, safety and wellbeing and that of others; complying with legislative requirements, organisational policies and standard operating procedures; reporting hazards, incidents, near misses, and safety observations; and promoting psychological wellbeing through open communication and the early recognition of stress, fatigue, and mental health concerns.

Organisational objectives | Ngā Whāinga Tōpūtanga Katoa

- Actively develops and applies the cultural capability relevant to their role and contributes to giving effect to the organisation's Te Tiriti o Waitangi Framework
- Ensures that all information created or received during your work is managed as per the Institute's Information Management policy. This includes naming, storing, classifying, and ensuring it is available to other employees.
- Actively participates in the Bioeconomy Science Institute Maiangi Taiao performance process, including setting objectives and having a robust development plan. Proactively and constructively contributes to performance conversations and personal development.
- Takes responsibility to understand and apply Institute policy, processes, systems, and procedures daily.
- Commits to accurate and timely information sharing and recordkeeping as per set organisational standards.
- The accountabilities set out above are not exhaustive. Therefore, it may be necessary for you to undertake other reasonable accountabilities as required, which are within your abilities.

About you | Ō Pūmanawa

Educational Requirements | Tohu Mātauranga:

- Relevant tertiary qualifications in a business or science discipline or related field.

Skills & Experience | Ngā Pūkenga me ngā Wheako:

- Experience and knowledge in te ao Māori and tikanga
- Understanding, experience and knowledge in the Māori bioeconomy and whenua-related sector.
- Understanding of Vision Mātauranga and relevant policies that impact upon Māori and research partnerships.
- Relevant experience in a business development or relationship management.
- 5+ years' relevant experience in relationship-based role.
- Knowledge and existing relationships with partners in the industry/sector area.
- Experience in science, knowledge, technology and product development related sectors.
- Expertise in drafting, maintaining and implementing stakeholder profiles and work plans

- A sound understanding of project planning and management.
- Working knowledge of business development and contractual arrangements including intellectual property
- Sound financial and business acumen.
- Advanced computing skills including Microsoft applications.

Other:

A current driver's license is required, and travel within region and throughout Aotearoa will be part of this role.

Ways of working | Ngā ara mahi

Applied Professional Expertise	Applies advanced professional knowledge and experience to deliver high-quality advice, analysis or services within their area of expertise.
Planning and Coordination	Plans, prioritises and coordinates work activities to meet objectives, timelines and quality standards, adjusting plans as required to respond to changing demands.
Team Leadership and Support	Provides guidance and support to colleagues or direct reports, sharing expertise, supporting performance and contributing to a positive and inclusive team environment.
Problem Solving and Judgement	Applies professional judgement and experience to analyse and resolve complex issues within their scope of responsibility.
Collaboration and Contribution	Works collaboratively with others across teams or disciplines, contributing expertise and supporting effective delivery of shared outcomes.
Quality and Continuous Improvement	Maintains high standards of quality and actively contributes to improving processes, practices and ways of working.
Communication and Influence	Communicates effectively with colleagues and stakeholders, explaining concepts clearly and influencing outcomes through professional credibility.
Integrity and Accountability	Acts with integrity, professionalism and accountability, taking responsibility for work outputs and decisions.
Māori Cultural Capability & Te Tiriti	Applies an understanding of Te Tiriti o Waitangi principles in their work, using culturally appropriate practices and engaging respectfully with others.

Change is an important part of how we grow, innovate and advance as a research organisation. Where changes in our operating environment mean your position description needs to evolve, we will consult with you (and your representative) and consider any impacts on your remuneration, employment status, or development needs before confirming the change.