



POSITION DESCRIPTION
January 2023

Position Title:	Netball Waikato Bay of Plenty Zone – Netball Relationship Manager
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Work Area:	Community Netball	Reports to:	Netball WBOP – Administrators on behalf of NNZ
Primary Location/s:	Waikato/Bay of Plenty – including Gisborne		
Employment Status:	Full time.		

Primary Purpose of Position	
<p>The Netball Relationship Manager (NRM) will be the leading connector for and across Netball within the Netball Waikato Bay of Plenty (NWBOP) Zone with a focus on the community/participation side of the game.</p> <p>This position will fulfil a key role in supporting Netball networks across the NWBOP Zone through;</p> <ul style="list-style-type: none"> • Providing support to community netball with a focus on strengthening capability and developing a strong sustainable delivery network • Providing and/or accessing capability support for the Centres to ensure they are in the best position to deliver quality participation opportunities e.g., volunteers, facilities, competition and tournament structures, programmes, funding, best practice committee structures, strategic and annual planning, policy support etc. • Supporting the Centres to develop an Annual Plan for their Centre, and for Netball in NWBOP Zone aligned to the NNZ vision and strategies. • Support of Centres to understand needs and barriers to participation – and then working with NNZ and the Centres to develop strategies to overcome these. • Promoting innovative, cooperative collaborative thinking to identify new ways to build participation in the sport of netball in its many forms. • Supporting Magic to create stronger connections with the Community in particular, Centres. • Developing strong regional relationships with stakeholders such as NNZ, RSTs, Territorial Authorities, local funders and other relevant parties to provide support for Centre’s/Netball’s initiatives. • Much of this role is built around the principles of whanaungatanga – building the glue that connects communities – across the Centres, Magic, and NNZ. 	

Responsibilities & Measures	
Key Accountabilities	Critical Factors
Strategic leadership	<ul style="list-style-type: none"> • Be an advocate and connector for Netball across the Zone. • Adopt an inclusive Netball approach that aligns with and complements the Poipoia strategy. • Create and maintain a network of strong relationships with key stakeholders across the zone including centres, regional sports trusts (RSTs) and territorial authorities (TAs) • Provide leadership and support to community netball within the zone with a focus on strengthening capability
Strategy and Planning	<ul style="list-style-type: none"> • Support Centres to complete Annual Plans • In collaboration with the Centres, develop a Zone Netball plan that aligns with NNZ's vision and the NNZ Community Plan. • Work with relevant teams at NNZ to ensure connectivity and delivery into Centres. • Coordinate and manage the Community Advisory Group (CAG) • Proactively share learnings with other Zones to enhance community netball programmes nationwide.
The Netball System	<ul style="list-style-type: none"> • Support the development of Centres' capabilities. • Support Centre's involved with NNZ led projects and pilots. • Support centres on the development and implementation of programmes that enable quality delivery to the participants with the aim of providing a positive netball experience for all
Data and Insights	<ul style="list-style-type: none"> • Support Centres with the implementation of member management systems. • Support Centres to understand and utilise insights including VOP findings to frame planning and improve participant satisfaction.
Collaborative Programme Development	<ul style="list-style-type: none"> • Collaborate with other staff in NNZ and the Zone to ensure programmes and opportunities are provided to meet the needs of Participants.
Communication	<ul style="list-style-type: none"> • Ensure that communication channels are maintained, regular and that key information is accessible and available.

Key Relationships

- Netball New Zealand (NNZ) Head of Community Netball
- Wider NNZ team
- NWBOP Zone Personnel
- Centre Advisory Group - TOA
- Centre Chair/President/Board, staff and/or volunteers
- Community Netball Managers/Netball Relationship Managers in other Zones
- RST Community Sport Managers
- Regional Community Sport Managers for other codes
- Regional Secondary School Sport Directors
- Territorial authorities
- Funders

Core Competencies, Skills & Qualifications/Experience

Competency	Descriptors
Specialist Knowledge and experience	<ul style="list-style-type: none"> • Minimum 5 years' experience in a community sport environment • Broad sporting sector knowledge and perspective, particularly in the community sport arena • Ability to identify and implement strategies to increase participation in the game in all areas and at all levels • Experience in developing and successfully implementing strategies and plans • Strong relationship management skills and ability to work with a diverse range of stakeholders by sharing relevant information and identifying and dealing with issues effectively • Broad, general management experience • Knowledge of the sporting not-for-profit sector and/or regional sporting organisation management and/or the Regional Sports Trusts' network
Leadership and strategic ability	<ul style="list-style-type: none"> • Is respected and trusted • Strong empathy for personnel in Centres – large and small • Is calm, confident, decisive, and objective, especially under pressure. • Willingness to be accountable and measured on performance • Can create a vision and compelling purpose for a wide range of stakeholders – both large and small • Can give and receive constructive feedback to enhance performance • Ability to provide innovative, constructive, and effective feedback • Skilled at determining important issues, prioritizing and multi-tasking
Communication and Personal skills	<ul style="list-style-type: none"> • Can communicate strategies, inspire, and ensure 'buy in' from a diverse range of stakeholders across all levels of the game • Written and oral presentations and communication is clear, concise, effective, and persuasive

	<ul style="list-style-type: none"> • Strong listening skills and ability to encourage and maintain two-way dialogue on issues • Relates well with, and can motivate diverse groups, volunteers, and supporters with particular skills in working with, and valuing volunteers • Can communicate consistently, openly, and honestly in any situation • Establishes and maintains effective relationships • Is energetic, highly motivated, enthusiastic, and considerate • Understands and can work in a team environment • Copes well with change and deadlines
Brand / Profile	<ul style="list-style-type: none"> • Proven ability to enhance the profile and effectiveness of the zone and the sport of netball in the community • Ability to enhance the brand and profile of netball in New Zealand

Other	
	<ul style="list-style-type: none"> • Work outside normal working hours, in the evening and weekends may be required. • Flexible working practices apply to NWBOP Zone Staff.