



POSITION DESCRIPTION

Breeders Liaison

About Harness Racing New Zealand

Mission	<ul style="list-style-type: none">• Contribute to and drive industry growth• Provide effective and efficient support services• Regulate the harness industry
Vision	Harnessing excitement, service, integrity and prosperity for our stakeholders and customers
About HRNZ	<p>Harness Racing New Zealand (HRNZ) is the administrative body for Harness Racing.</p> <p>There are 257 race meetings held by harness clubs at 25 venues throughout New Zealand in a season. Three regions, Canterbury, Southland, and North Island, host the greatest percentage of all race meetings. There are approximately 3,000 Standardbred horses that race each season in New Zealand. These horses race for more than \$34 million dollars in prize money (stakes).</p> <p>HRNZ's functions are many and include:</p> <ul style="list-style-type: none">• Overall industry policy and administration of the rules of harness racing• The registration of horses and licence holders within the industry• Distribution of all payments to owners, trainers, and drivers• A fully integrated harness industry database and associated software programmes• Marketing and promotional programmes to support Clubs and enhance overall awareness of harness racing• A handicapping and programming system to co-ordinate and maximise racing participation• Education and training of young people employed within the industry under a NZQA approved scheme• Co-ordination of racing dates and funding of Clubs• Hero – Life after racing.

POSITION TITLE	Breeders Liaison
LOCATION	Christchurch
REPORTS TO	General Manager - Racing
DIRECT REPORTS	None
POSITION OBJECTIVE	To advocate / champion all aspects of breeding for HRNZ To be an active and positive member of the HRNZ team To participate fully by contributing expertise and experience to the achievement of the organisation's strategy and goals
NATURE AND SCOPE	The Breeders Liaison will work closely with NZ Standardbred Breeders Association (NZSBA), Studs and breeders on all breeding matters to identify and communicate strategic changes, influences and risks relating to breeding <p>Internal</p> <ul style="list-style-type: none"> - Chief Executive - GM Racing - GM Corporate Services - HRNZ Board - Senior Management Team - Staff <p>External</p> <ul style="list-style-type: none"> - NZ Standardbred Breeders Association - Individual Breeders - Harness Racing Clubs - NZ Bloodstock - Sector groups and Kindred Bodies - Individual Studs - NZ Equine Health Association - NZ Equine Research Federation - NZ Thoroughbred Breeders Association

KEY ACCOUNTABILITIES AND SPECIFIC TASKS

Tasks

- Identifying, analysing, and communicating to HRNZ Senior Management team standardbred breeding strategic changes, influences and risks (local, Australian and international)
- Provide quality and timely advice to the HRNZ Board and senior management when required
- Infusion of breeding perspective across the HRNZ business, including race programming, animal welfare and awards

- Implementation of effective marketing and communication strategies re breeding working closely with the Marketing team
- Development of breeding incentive schemes
- Project manage all breeding research, extension, and incentive schemes
- Maintain an effective relationship with HRNZ's key breeding partner and stakeholder NZSBA and its committee
- Promote the quality of the NZ Standardbred by:
 - Maintaining and supporting and enhancing the strategic partnership with NZ Bloodstock (NZB)
 - Create open communication between stakeholders
 - Attending NZSBA, affiliate, NZB and other breeding related events
 - Identifying, and assisting in the development of stories/leads for HRNZ publications and social media and NZSBA's breeding matters and website
- Represent HRNZ as required on industry groups
- To assist with the development and maintenance of policies, rules or regulations relating to breeding
- Perform any other duties as directed by the GM Racing

Person Specification

Experience

- Strong understanding and a minimum of 5 years' experience in Harness Racing regarding breeding.
- Strong commercial capabilities.
- Proven report writing skills to appropriate governance standards.
- Business and strategic planning experience.

Qualifications

- Tertiary qualification in Marketing, Communications, Business, or other relevant qualification preferred

Skills and Knowledge

- Strong and astute interpersonal skills relevant to both internal and external relationships and communications.
- Demonstrate an ability to balance innovative and creative thinking with critical and objective analysis.
- Strong commercial acumen.
- Excellent written and oral communication skills.
- Good analytical skills.
- Demonstrate ability to build a network of working relationships within an industry.

Customer Focus

- Understand HRNZ internal and external customers' needs.

- Continually look for ways to improve service delivery to customers, resolving any issues to ensure that actions and decisions address customer needs and expectations, both now and in the future.
- Ensure a positive image is projected for the team, and for the organisation.
- Sustain HRNZ performance and growth.
- Demonstrate the ability to deliver results in a customer service environment.

Personal Attributes

- Team player.
- Leads through actions of self.
- High integrity and values driven.
- Results orientated and performance driven approach.