

POSITION DESCRIPTION

Date: October 2024

Position Title:	Relationship Manager - Netball Centre Development/Community Team Management		
Work Area:	Netball Northern Zone	Reports to:	CEO
Geographic area:	Netball Northern Zone (Bombay Hills south of Auckland to Kaitaia, top of the North Island)		
Employment Status:	Full Time		

Position Overview

The Relationship Manager is responsible for driving the growth and strengthening the delivery of netball across netball centres within the Northern Zone. This role focuses on fostering collaboration, creating connections between netball centres, and enhancing their governance and leadership capabilities.

The Relationship Manager will lead a team of Community Personnel, guiding them throughout the year to build capacity within their respective areas.

Additionally, the role involves supporting the CEO with strategic and operational planning, financial management, and stakeholder engagement.

Responsibilities & Measures

Key Accountabilities	Critical Factors
Strategy Development and Execution	<ul style="list-style-type: none"> Develop and implement an operational plan that supports the growth and development of netball centres in the Northern Zone, ensuring alignment with Netball NZ objectives. Monitor the execution of the plan, making necessary adjustments to meet strategic goals and drive positive outcomes for centres and Northern Zone
Leadership and Team Management	<ul style="list-style-type: none"> Lead a team of Community Personnel, setting clear objectives and providing ongoing coaching, feedback, and performance evaluations to ensure their effectiveness in supporting netball centres. Foster a strong team culture, guiding the community team to successfully deliver their programs and initiatives throughout the year. Lead the community netball team to work closely with centres, providing tailored support to build their capability and sustainability.

<p>Operational and Program Support</p>	<ul style="list-style-type: none"> • Provide strategic direction and support to Community Personnel, ensuring they are equipped to deliver assistance that builds the capability of staff, volunteers, and leaders within netball centres. • Ensure programs align with both regional and NNZ strategies, delivering meaningful outcomes for the netball community. • Monitor the impact of initiatives and make data-driven adjustments to enhance their effectiveness.
<p>Centre Development and Support</p>	<ul style="list-style-type: none"> • Bolster the development of leadership and governance initiatives aimed at strengthening the decision-making capabilities of netball centres. • Build and maintain relationships with netball centres across the Northern Zone, offering support and advice to enhance operational efficiency, governance, and leadership. • Provide expertise and resources to develop centre boards and committees, improving governance structures and fostering effective leadership. • Facilitate collaboration between centres, creating opportunities for knowledge-sharing, networking, and the exchange of best practices. • Provide guidance in the development of facilities and infrastructure at netball centres and lead the effective implementation of the Auckland Regional Facilities plan. • Use data-driven insights to help centres develop strategies and initiatives that address their specific needs while aligning with the broader goals of the Zone and Netball NZ.
<p>Connection and Engagement</p>	<ul style="list-style-type: none"> • Organize and host regular connection events that bring netball centres together to share experiences, challenges, and success stories. • Create an environment of open communication between centres, encouraging collaboration and collective problem-solving. • Lead initiatives that build a strong sense of community within the zone, supporting the mutual growth of all netball centres.
<p>Budget and Financial Management</p>	<ul style="list-style-type: none"> • Create and manage the budget for the Community Team and specific projects, ensuring effective resource allocation and financial responsibility. • Regularly track and report on financial performance, adjusting plans as needed to stay on track with budgetary goals • Source targeted project funding as required
<p>Stakeholder Relationship Management</p>	<ul style="list-style-type: none"> • Build and maintain relationships with key stakeholders, Netball NZ, other Zones, Regional Sports Trusts (RSTs), other sporting codes, and local communities. • Act as a key liaison for external partners, ensuring netball centres are well-represented and their needs and opportunities are communicated effectively. • Represent the Northern Zone at meetings and events, fostering strong partnerships that support the development of netball.

Key Relationships	
External	Internal
<ul style="list-style-type: none"> • Netball New Zealand (NNZ) Head of Community Netball and wider community netball team • Centre staff and/or volunteers • Relationship Managers in other Zones • RST Personnel • Regional Community Sport Managers for other codes • Territorial authorities 	<ul style="list-style-type: none"> • Zone CEO • Northern Zone staff • Northern Zone contractors • Northern Mystics and Marvels personnel
Staff Reporting	
Paid	
Northern Zone Community Team Personnel & Contractors	
Core Competencies, Skills & Qualifications/Experience	
Competency	Descriptors
Qualifications and Experience	<ul style="list-style-type: none"> • Tertiary qualification in Sports Management, Business, or a related field. • Demonstrated experience in relationship management, ideally within a sports organization or community development role. • Proven ability to manage teams and lead capability-building initiatives, particularly in governance and leadership. • Experience in budget management and financial reporting. • Strong knowledge of the regional sporting landscape, particularly in the Northern Zone. • Experience working with and supporting volunteers in the sports sector is highly desirable.
Key Competencies	<ul style="list-style-type: none"> • Leadership: Strong leadership skills with the ability to inspire, guide, and develop teams. • Relationship Building: Proven ability to build relationships across a wide network of stakeholders and foster collaboration. • Governance and Leadership Development: Expertise in developing governance structures and enhancing leadership capability. • Financial Management: Experience in budget creation, monitoring, and resource allocation. • Communication: Excellent written and verbal communication skills, with an ability to engage and influence at all levels. • Facilitation: Ability to plan and host and facilitate connection events, ensuring meaningful engagement and participation. • Influencing for Change: Strong ability to positively influence others to embrace and implement change, even in challenging environments. • Working with Volunteers: Proven experience working within a volunteer-driven context, understanding the unique challenges and opportunities of engaging, motivating, and supporting volunteers in sport.
Other	
Working Conditions This role involves travel within the Northern Zone to visit centres and support regional events. - Flexibility in working hours is required, including occasional weekends and evenings	