

Chief Executive Officer



October 2026
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Nelson Tasman Chamber of Commerce

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About Nelson Tasman Chamber of Commerce

Nelson Tasman Chamber of Commerce (NTCC) is a not-for-profit membership organisation that has supported business in the region since 1858. Affiliated to the New Zealand Chamber of Commerce and the International Chamber of Commerce network, it is the independent voice of business in Nelson Tasman.

The Chamber exists to help create the best commercial environment for businesses to achieve their goals: **Strong Business | Strong Community | Strong Region.**

Advocacy is a core role. The Chamber identifies the issues that matter to business, makes submissions to local and central government, and advocates for members individually and collectively, including on difficult issues.

It also offers a complete toolkit of business development, networking and training:

- **Events:** the Nelson Pine Industries Chamber of Commerce Business Awards (in their 37th year), the Inspiring Women Business Conference, BA5 evenings and the Young Chamber Network
- **Training:** business training, Knowledge @ Noon and the Nelson Tasman Leadership Academy, with Regional Business Partner funding subsidising member training
- Business support: STRONG Business mentoring, the Primetime senior entrepreneurship programme, MSD Flexi-wage support and export documentation through the Port Nelson Export Hub
- **Regional reach:** based at Mahitahi Colab in Nelson, with the Māpua Business Hub extending into Tasman and regular events in Motueka

Key Partners



About Nelson Tasman Chamber of Commerce cont.

Membership and momentum

The Chamber has around 540 members representing more than 8,300 people, and membership has grown consistently since COVID. The member base has shifted positively towards younger business people and professional services are well represented, with clear room to grow among trades, vocational education and smaller family-owned businesses.

A commercially minded not-for-profit

The Chamber generates every dollar it earns and receives no core government funding. Income comes from membership, sponsorship, events, training and contracted programmes. Membership contributes around a quarter of revenue and sponsorship is the larger stream, a deliberate result of keeping membership pricing accessible, which is a genuine competitive strength. The team runs the organisation with the cost discipline of a small business.

Partnerships

The Chamber is backed by cornerstone partners including NBS, Nelson Pine Industries and Port Nelson, with major partnerships secured on multi-year agreements. Partners value connection to the regional business community, profile and brand alignment, and the Chamber works hard to make sure every partner receives real value, not just logo placement. STRONG Business support is delivered under contracts with Nelson City Council and Tasman District Council.

For the 2024–2025 Annual Report, Strategic Plan and more, visit commerce.org.nz

1858

Supporting Nelson Tasman business
since

~540

Member businesses

8,300+

People represented by members

100%

Self-generated revenue, no core
government funding

Why Nelson Tasman is a great place to live, work and invest

Te Taihu: the top of the South Island

Nelson Tasman sits at the top of the South Island and, with Marlborough, forms the rohe of Te Taihu. One of New Zealand's sunniest regions, it pairs a relaxed coastal lifestyle with a vibrant arts scene, outstanding food, wine and craft beer, and an entrepreneurial business community.

- **For exploration:** three national parks on the doorstep (Abel Tasman, Kahurangi and Nelson Lakes), golden beaches, the Great Taste Trail and world-class mountain biking, tramping and sailing
- **For lifestyle:** Nelson, Richmond and Motueka are all within easy reach, with short commutes and room for family life
- **For business:** a connected, collaborative business community where relationships matter, and where more than one in six workers is self-employed
- **For connection:** Nelson Airport links the region to New Zealand's main centres, and Port Nelson connects regional exporters to the world

A region with momentum

The regional economy generated about \$7.6 billion of GDP in 2025. Its core strengths are the blue economy, horticulture and forestry, alongside health, construction and tourism. Nelson Tasman is positioned as the centre of New Zealand's blue economy, which employs 3,700 people across more than 300 businesses. After a challenging period, momentum is returning: provisional GDP grew 1.1% over 2025, ahead of the 0.4% national average.

Sources: NRDA Nelson-Tasman Regional Economic Update 2025; Infometrics.



\$7.6b

Regional GDP, 2025

114,200

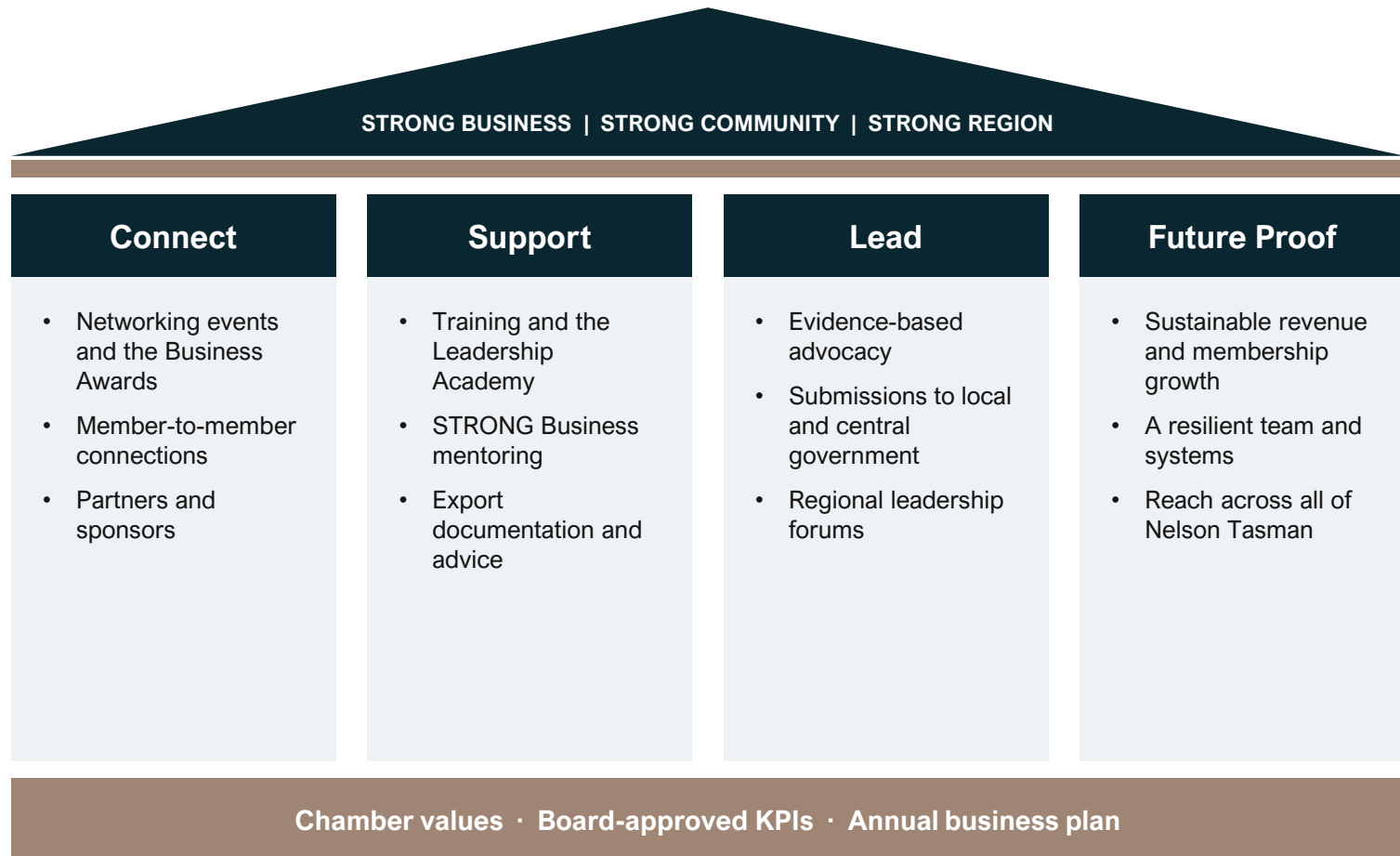
Nelson Tasman population, 2025

+1.1%

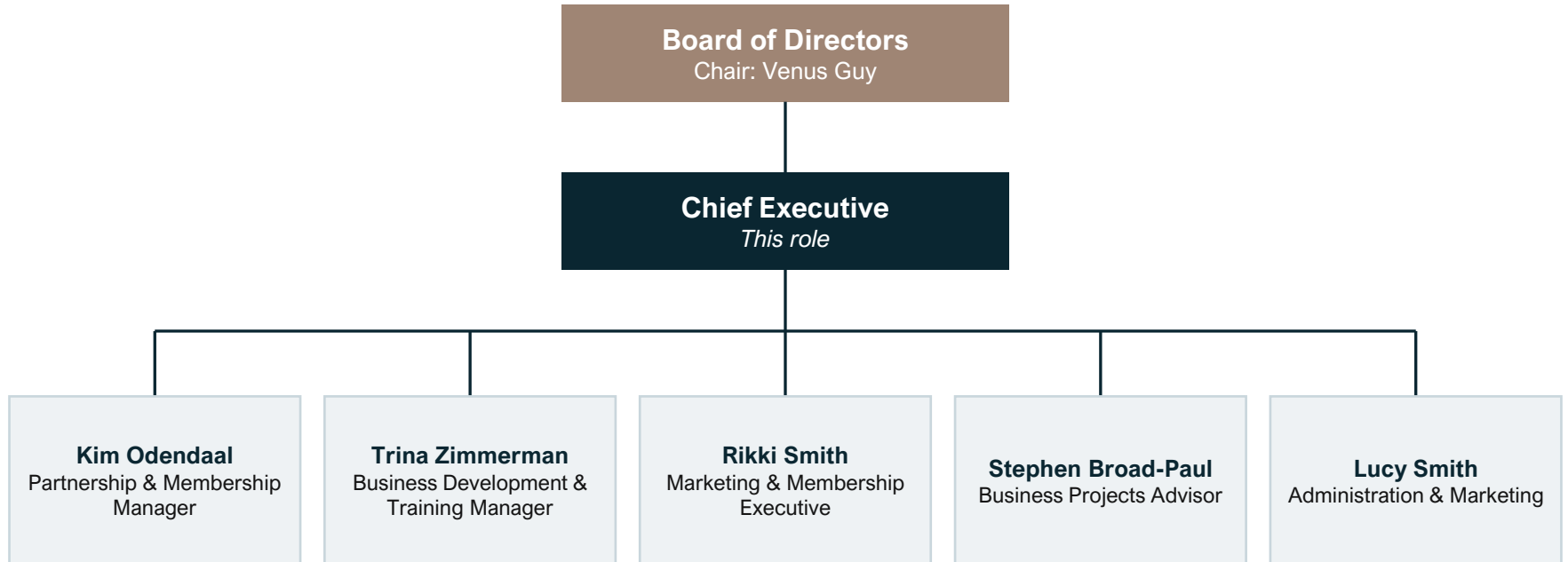
GDP growth 2025, vs 0.4% nationally

Organisation Strategy

The Chief Executive delivers the Board-approved Strategic Plan, built on four pillars: Connect, Support, Lead and Future Proof. The Strategic Plan and its agreed KPIs set the measurable priorities for the role, delivered through an annual business plan.



Organisation Chart



A small, tight team

The Chamber has six staff in total. The team is high-trust, autonomous and performing well, and works across Nelson (Mahitahi Colab), Māpua (Mahitahi Tasman) and remotely, delivering events, training, membership, marketing and contracted business support programmes.

The Opportunity

Nelson Tasman Chamber of Commerce is seeking an outward-facing, commercially minded Chief Executive to lead the Chamber's strategy, relationships, operations and public voice. Reporting to the Board, you will build trusted connections across the Nelson Tasman business community, deliver strong member value, lead a small high-performing team and ensure the Chamber's organisational and financial sustainability.

This is not a turnaround role. The Chamber is in a strong position: membership has grown consistently, major partnerships are secured on multi-year agreements and the team is performing well. The opportunity is to take that momentum forward, deepening relationships with business, community and elected members, growing and diversifying the membership, and continuing to be a bold, constructive advocate for business, including on the hard issues.

The role is genuinely varied. One day you might host the Prime Minister or convene regional leaders; the next you might secure a new partner or help a member find exactly the right support. You will have real autonomy, backed by a supportive Board, with clear accountability for delivery.

Ultimately, the purpose of this role is to lead the Chamber in building strong business, a strong community and a strong region for Nelson Tasman.

Role details: Permanent, full time · Based in Nelson City · Reports to the Board of Directors · Flexibility needed for events and some evening commitments

The Opportunity cont.

Role Key Functions

Members and Business Relationships

- Be a visible, approachable and trusted presence across Nelson Tasman, engaging regularly with businesses of all sizes and sectors and using their feedback to shape the Chamber's priorities
- Strengthen member acquisition, engagement, retention and value; build productive relationships with sponsors, councils, central government, iwi and Māori business, NZCCI, media and regional partners
- Lead marketing, communications and digital channels, ensuring member data and CRM systems support engagement and retention

Advocacy and Regional Leadership

- Lead constructive, evidence-based advocacy that reflects members' interests and the region's long-term prosperity, as the Chamber's principal spokesperson
- Convene business and regional leaders and maintain the Chamber's credible, independent voice across Nelson Tasman and nationally

Strategy and Board Accountability

- Work with the Board to turn strategy into annual plans, budgets, priorities and reported outcomes, offering sound advice and constructive challenge
- Report accurately on KPIs, variances, risks and opportunities, and support governance processes including the AGM and compliance with the Incorporated Societies Act 2022

People Leadership and Organisational Resilience

- Lead, develop and support a capable, inclusive team; delegate well and plan for succession in key roles
- Reduce key-person dependency through documented processes, sound systems and secure, fit-for-purpose technology

Programmes, Commercial and Financial Leadership

- Oversee events, training, member services and contracted programmes with clear ownership, quality standards and evaluation
- Develop sustainable income through membership, sponsorship, partnerships and programmes, and lead budgeting, forecasting, cash flow, reserves and financial controls

Ideal Candidate Profile

Essential Skills and Attributes:

- **Relationship builder:** genuinely energised by people and equally at ease with the Prime Minister and a member walking in off the street
- **Communication:** a strong internal and external communicator, confident as a public advocate and spokesperson
- **Revenue generation:** a demonstrable record of generating revenue in the last three to four years, through sponsorship, membership, events or running a business
- **Commercial thinking:** financially fluent and comfortable leading a commercially driven not-for-profit that earns every dollar
- **Asking for money:** confident securing and sustaining sponsorship relationships over the long term
- **Courageous advocacy:** bold enough to take on difficult issues, with sound judgement, diplomacy and political awareness
- **Hands-on leadership:** an inclusive leader who develops people, delegates well and happily pitches in, at home in a small, high-trust team
- **Considered change:** builds on what works and lets improvements evolve, rather than imposing corporate structures
- **Integrity and resilience:** high integrity and resilience; confident without arrogance
- **Te ao Māori:** understanding of te ao Māori and Te Tiriti o Waitangi, and able to engage confidently with iwi and Māori business

Experience:

- Substantial executive or general management experience with accountability for strategy, people, finances, operations and results
- Experience working effectively with a governance board
- Membership, business, economic development or community sector experience is an advantage

Regional Connection:

- Knowledge of Nelson Tasman, or the ability to build a network and establish trust quickly
- Candidates from outside the region are welcome, with a genuine, long-term commitment to the role and to Nelson Tasman

To download the full job description [click here](#)

Meet the Board



Venus Guy

Chair

GM, Cancer Society Nelson Tasman; NZ Chambers of Commerce national board



Manoli Aerakis

Deputy Chair

Nelson business owner, based in Māpua



Richard Butler

Board Member

Founder of four Nelson businesses, including two in tech



Alfredo Puche

Board Member

Owner, The Alternative Board New Zealand



Danielle Martel

Board Member

CEO, Keetrax; Vice Chair, Māpua District Business Association



Lee Wood

Board Member

CEO with 25+ years across manufacturing, defence and resources



Euan McIntosh

Board Member

Registered Financial Advisor

Indicative Timeline

PROPOSED DATE	PLANNED ACTIVITIES
Monday 26 October	Applications close
Week commencing 2 November	Initial conversations with long listed candidates commence
Week commencing 16 November	Brannigans 1st round interviews with long listed candidates commence
Week commencing 30 November	Nelson Tasman Chamber of Commerce interviews with short listed candidates

Your Brannigans Contact



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For a confidential conversation about this opportunity, please get in touch.

To view the job advertisement and to apply click [here](#)

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