

POSITION DESCRIPTION

Investor Relations Manager

Avanti Finance Group is a privately owned specialist lender operating across New Zealand, and Australia. We are on an ambitious growth mission to lead and inspire our industry through innovation, and the development of exceptional financial services products whilst fostering a motivated and engaged workplace culture that is centered around personal growth and high performance.

With 270+ staff across our four offices in New Zealand and Australia, we are motivated to become the best finance company boasting strong growth and returns, as well as the best customer, introducer and employee experiences.

This role is reporting to the Group Treasurer (Executive). The purpose of this role is to strengthen and grow Avanti Finance's investor base by building and managing strong, professional relationships with both existing and prospective High Net Worth (HNW) and institutional investors. This role will sit within the Treasury team and focus on developing a proactive investor relations strategy, moving away from the more transactional approach to a holistic, continuous and strategic engagement model for our nascent funds management business. The Investor Relations Manager will act as a key point of contact for over 100 current investors, ensuring clear communication, transparency, and confidence in Avanti's off balance sheet funding products.

In This Role, You Will Do-the-Doing With:

- > Develop and execute a structured investor relations strategy for the Group's off-balance sheet funds.
- > Maintain and deepen relationships with existing investors, ensuring consistent, high-quality communication
- > Identify and engage potential new investors to support future investment initiatives
- > Act as a trusted point of contact for investors, understanding their needs and ensuring alignment with our products
- > Partner closely with funding and product teams to communicate investment opportunities clearly and effectively
- > Lead the planning and execution of investor updates, roadshows, reports, and briefings
- > Maintain an up-to-date CRM/database of investor interactions and preferences
- > Support the launch and promotion of new products (e.g. funds, structured finance offerings)

Always Ensure Integrity, Risk and Compliance

- > Apply a risk and compliance lens, ensure legal adherence, and manage all day-to-day risks through the appropriate channels.
- > Operate with integrity by upholding high standards in compliance and risk management through adherence to the three lines of defence model.

Living Our Values: Relentlessly Helpful, Do What's Right, People First

- > Bring your whole self every day, to proactively promote a wellness, inclusive, health and safety conscious culture at Avanti.

The Successful Candidate Will Have:

- > Strong background in investor relations, institutional relationship management, or capital markets
- > Bachelor's degree in finance, economics, or a related field is preferred but not essential
- > Proven ability to expand funding opportunities by leveraging networks, balancing risk and reward, and maintaining strong, trust-based relationships with key stakeholders and investors.
- > Experience dealing with complex financial products (e.g. managed funds, MTNs, RMBS, ABS)
- > Exceptional interpersonal skills with the ability to build credibility and trust with sophisticated investors
- > A strategic mindset and a proactive, structured approach to relationship management
- > Professional, polished communication style, not transactional
- > Highly organised, detail-oriented, and comfortable working cross-functionally

Operational Detail

Location

Auckland

Department

Treasury

Reporting to

Group Treasurer

Direct Reports

No direct reports

Internal Relationships

All members of the wider Avanti Finance teams.

External Relationships

3rd party providers

THE FOCUS CAPABILITIES THIS ROLE WILL DISPLAY AND BE MEASURED BY ARE:

The focus capabilities for this role are the capabilities someone new to the role should immediately be able to demonstrate competency in. The behavioural indicators provide examples of the types of behaviours that would be expected at that level and are reviewed annually as part of the Group's Capability Framework.

Embracing Change fosters agility and resilience. Our ability to anticipate, embrace and adapt to new opportunities, including technology and new ways of working enables us to succeed and grow sustainably in today's rapidly evolving landscape.

We demonstrate **Standards of Work** through being willing compliers of regulatory requirements and our ongoing commitment to prioritising quality work practices, we ensure our business is sustainable and our customers can trust us.

We **Use Our Initiative** by taking ownership of our work and willingly contribute ideas and new ways of thinking. We seize opportunities early, anticipate issues before they become problems and acts with a sense of urgency to achieve results.

Active Collaboration creates a supportive and productive environment. We work together by having a common goal, sharing knowledge, expertise, and resources. This is how we foster creativity, innovation, and success.

We **Provide Customer Solutions** through understanding customer needs, defining requirements and ensuring the right expertise is applied. We utilise our knowledge base of products and services and invite customers to explore options.

We take responsibility for our actions and decisions. **Being Accountable** allows us to work towards the same goals and objectives. It ensures that as individuals and as an organisation we hold ourselves to a high standard of conduct.

