

# Head of International

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## Kaupapa | Purpose

Lead and champion the development of international ākonga experience at Toi Ohomai by fostering a welcoming, inclusive, and supportive environment that reflects the values of Toi Ohomai. This role ensures the strategic growth of international ākonga markets through strong global partnerships, culturally responsive support services, and alignment with the commitment of Toi Ohomai to empowering ākonga, communities, and iwi.

The Head of International Students plays a pivotal role in enhancing the institute's global reputation while upholding the integrity and excellence of New Zealand's vocational education.

**Reports to:** Executive Director Strategy, Brand and Engagement

**Team:** International

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## Ārahi | Lead

Hold responsibility for International strategy and engagement.

Provide values-based leadership and management to the International team to deliver objectives which are values-aligned, and of high quality.

Ensure the wellbeing, productivity, performance, and development of the International team. Growing kaimahi to contribute to the continuous quality improvement of Toi Ohomai.

Contribute strategic thought leadership in International team staying abreast of industry trends, fostering innovation, and driving the development and implementation of continuous improvement.

Hold oversight of the International team budget ensuring sound management and forecasting in partnership with finance for the delivery of required outcomes including (but not limited to) full utilisation of resources.

Demonstrate visibility and engagement across Toi Ohomai activities.

Collaborate with other Toi Ohomai senior leaders contributing to the overall leadership of the organisation and ensuring leadership and delivery is connected and aligned.

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## Ngā mahi | Do

Lead the development and implementation of strategies that enhance the recruitment, retention, and success of international students.

Implement strategies that build and maintain of strong relationships with international education agents, partners, and stakeholders to promote Toi Ohomai globally.

Ensure compliance with all relevant immigration, pastoral care, and education regulations, including the Education (Pastoral Care of Tertiary and International Learners) Code of Practice.

Monitor and report on international student trends, feedback, and outcomes to inform continuous improvement.

Champion the voice of international students in institutional planning and decision-making processes.

Represent Toi Ohomai and Te Pūkenga at international education forums, expos, and delegations as required.

### **Demonstrate commitment to:**

**Ākonga at the center** through ensuring positive outcomes for ākonga in all aspects of their learning journey.

**Te Tiriti o Waitangi and Māori Success** by positively championing and contributing to the success of partnerships with Iwi, Hapū and Mana Whenua, honoring Te Tiriti o Waitangi to uplift Māori success.

**Equity** by identifying and removing barriers to participation and achievement, and fostering inclusive, culturally responsive environments where all ākonga and kaimahi can thrive.

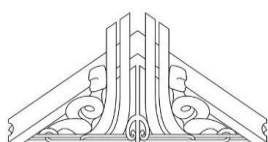
**Vocational Education Excellence** through building responsive provision and services to meet the needs of ākonga, and stakeholders and to enable future sustainability.

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## Pūkenga | Have

Post graduate level qualification in Business or a related field or the equivalent body of knowledge gained through experience.

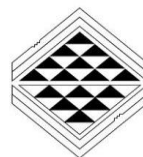
Experience in delivering successful growth and learner success in international education particularly in the ITP sector.



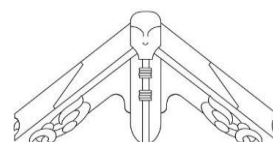
WHANAUNGATANGA



TOITUTANGA



MANAAKITANGA



KOTAHITANGA

Strong knowledge of the current export education priorities for NZ and where the opportunities are for Toi Ohomai.

Experience gaining cooperation and formal negotiations across cultural and language barriers.

Experience and success in international marketing and business development.

In depth knowledge of the global market for tertiary education.

Evidence of ongoing professional development that enhances knowledge and practice relevant to the position.

Experience in advocating and leading the inclusion and application of Te Tiriti o Waitangi practices in a workplace setting.

Experience in leading and advocating the use of te reo Māori, tikanga and mātauranga Māori in the workplace.

Demonstrated practice in advocating, supporting and leading approaches that promote equity and prioritise the needs of priority groups.

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## Waiaro | Be

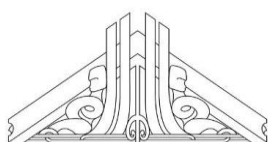
**At Toi Ohomai, Toi Ohomaitanga describes our way of doing and being. It reflects how we care for each other, work together, and uphold our shared purpose. These behaviours apply to all kaimahi, with expectations scaled to the nature and level of each role. They guide how we show up in our mahi, contribute to our collective success, and reflect our commitment to Ā mātou uara | Our values in everyday practice.**

**Ako:** Demonstrates curiosity and a commitment to continuous learning. Applies new knowledge to improve practice and outcomes and actively contributes to a culture of shared growth. This supports toitūtanga by sustaining excellence and adaptability over time.

**Authentic and Inclusive:** Fosters inclusive environments where people feel safe, respected, and able to be themselves. Actively includes diverse perspectives, addresses inequities, and supports others to thrive. These behaviours reflect manaakitanga through care, generosity, and upholding the dignity of all.

**Connected:** Builds and maintains strong, trusting relationships across teams and communities. Fosters cross-functional collaboration by sharing knowledge, aligning efforts, and supporting others to achieve shared goals. Communicates with empathy and respect, contributing to a shared sense of purpose. This strengthens whanaungatanga by nurturing meaningful connections and collective wellbeing.

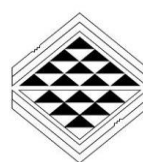
**Innovative and impactful:** Identifies opportunities to improve and applies evidence, creativity, and courage to drive meaningful change. Uses data and insights to inform decisions, challenge the status quo, and focus on outcomes that matter for ākonga, kaimahi, and communities. These behaviours reflect kotahitanga, recognising that lasting improvement is strengthened through collaboration and shared purpose.



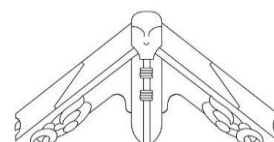
WHANAUNGATANGA



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**Engaged:** Actively participates in Toi Ohomai initiatives that advance our vision. Shares knowledge, supports others, and contributes to a positive, forward-focused culture. This is how we can live kotahitanga, working together with unity and purpose.

**Self-aware:** Demonstrates humility, reflection, and openness to feedback. Understands the impact of their actions and takes responsibility for creating conditions where others can thrive. This reflects toitūtanga through thoughtful and courageous practice that supports respectful relationships and sustainable ways of working.

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## Ngā Hononga Mahi | Working relationships

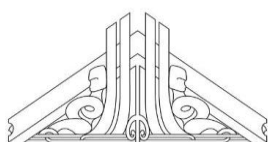
**Internal:** Chief Executive, Council, Executive Leadership Team, Leadership Team, Managers, All kaimahi

**External:** Agents, Government Agencies, Government Departments Other ITPs, training providers, Universities, Schools', Strategic partners, Iwi, Community, organisations

**Resource delegations and responsibilities:**

**Financial:** As per delegated authorities

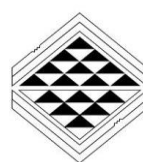
**People:** 1 to 5



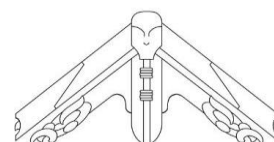
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