

# Career Market

Situations Vacant

## HEART for PEOPLE HEAD for BUSINESS?

**Director - El Rancho**  
(Waikanae Christian Holiday Park)  
We need someone who is mature in their Christian walk to lead our mission and manage our business as we make further investment in facilities and activities.  
We are offering an attractive remuneration package that includes excellent on-site accommodation. For more details of the position, please go to:

[www.elrancho.co.nz](http://www.elrancho.co.nz)



**CENTRAL CITY** motel requires a part time **Housekeeper**. Must be honest, reliable & very thorough. Previous exp pref. Ph 385-0515.

**CHEF/COOKS** x2 curry and tandoor experience required. Ph Kumar 021 1119406 Wgtn.

### EXPERIENCED BAKER REQUIRED

Must have a minimum of 2 years experience and must specialise in Cambodian Baking, Pastry, Cakes, Breads and all Cambodian foods. This is a full time permanent position located in Upper Hutt.

Ph (04) 5278758

**FRANCHISES** NOW available, Hutt Valley, Kapiti, Porirua & City. Jim's Mowing 0800 454654

**STORE MANAGER** / Grocery Manager specialised in Indian vegetables / importing spices and other products. 021 247 3786 Newtown Wgtn.

**WELDER**  
Mainly Transport Engineering work.  
Ph 565 0365

Part time Vacancies

**PART TIME CLEANER**  
An opportunity for a reliable person, honest, and self-managing has arisen. Central Wellington cleaning, 6 days a week, 2.5-3 hours a day. Early starts 4.30am shifts. Communication skills a must. Equipment provided. New to cleaning welcome.  
Call 027 4444758



Key Appointments

Key Appointments

## Chief Executive Officer

Te Oranganui is an Iwi led kaupapa Māori organisation delivering health and social services to whānau in the Whanganui region.

Established in 1993 Te Oranganui has a long history of service to whānau. In recent times Te Oranganui has led the implementation of Whānau Ora and Healthy Families in the Whanganui Region.

Te Oranganui is searching for a new Chief Executive who will be responsible for building on this legacy of the past and exploring further opportunities to empower whānau into their future.

The ideal applicant will be committed to the development of whānau and have experience in managing complex organisational arrangements. The CEO will be required to work alongside an Iwi led Board to develop strategy and convert aspirations into action.

More information including a full job description and application pack is available on our website.

Please note all applications must be submitted on a Te Oranganui application form and be accompanied with an up to date Curriculum Vitae

Application Close:  
5pm, Wednesday 18<sup>th</sup> May 2016  
Confidential enquires can be made via email to [chairperson@teoranganui.co.nz](mailto:chairperson@teoranganui.co.nz)



Monique Wood is a freight forwarder at 360 Logistics Group, providing import and export services to and from a huge range of countries.

Photos: JOHN NICHOLSON/FAIRFAX NZ

# Keeping the cargo on the go

Monique Wood's job is to get things to where they need to be, anywhere in the world.

various options to move that freight, deciding on the option that best suits the customer's needs and working with the necessary authorities, such as Customs and the Ministry for Primary Industries, to sort the paperwork.

One of the more complex processes she's involved in is facilitating shipments that travel on letter of credits, a form of payment that is used for some international shipments.

"It is essential that these documents are correct, as if they do not match, this will effect payment of the goods - I have to work closely with the bank representative and shipping lines to ensure all the shipping documents correlate with each other."

Though Wood works 8.30am-5pm five days a week, she's been known to take work home with her.

"Freight can be moved any time of day or night, I like to follow it through for my own peace of mind, especially when it's destined for another part of the world and in different time zones.

"It's better doing that than turning up to work to find an email to say my freight didn't travel."

Sometimes the freight forwarding business is not always straightforward and there have been some tricky moments that have caused Wood some sleepless nights.

"Thank goodness I didn't have any freight on the [Greek container ship] Rena [which ran aground near Tauranga in 2011].

"But sometimes when I was on the import side we'd get notifications from our agents in China or Hong Kong, especially during typhoon season, and it wouldn't be unusual for a container to have fallen off a ship - thank God it didn't happen to one of my containers!"

Before joining the export operations team Wood worked in the import side, which she says was often testing.

"With exports you arrange everything, so you have more power over the shipment in regards to moving it and getting the best solution for your client. Sometimes with imports you're dealt a hand and you have to make it work - the freight is on the move and you're the last step of the process."

Be it imports or exports what Wood loves most about her job is the relationships she's developed, locally, nationally and internationally, during her five-or-so years at 360 Logistics.

"It's a job where you can have all the knowledge in the world, but if you don't have strong working relationships it's hard to get things done.

"If, for example, things went pear-shaped and my freight arrived a day late, I can rely on and trust the people who deliver it to minimise the delay for the client.

"A lot of this industry is based on that, it's just the nature of the business, and it works both ways - I'll help you out and you help me out next time."

As a young person starting out in the industry, the lack of relationships was something Monique struggled with at first.

"A lot of my colleagues were 30-plus when I first started here, I was 20, and I really felt like I was in square one.

"I had all this knowledge but no working relationships, I was always asking who to contact about this or that and they'd know straight away, it's just something that comes with time."

Wood's knowledge of international business came via her degree in international business from Victoria University.

"I studied Chinese too - I was relatively good at Chinese at high school but my teacher said learning a language isn't going to be enough, that I'd need to do something else, and business appealed to me.

"I always say I went to university because I love Chinese and I came out loving international business more than Chinese!"

During her studies Wood worked part-time at a supermarket but she realised she needed to gain some office experience if she was to seek a graduate position.

"My uncle is a client of 360 Logistics and he got me onto these guys. I went in one Friday for an afternoon, that turned into every

Friday, and I ended up having to quit my supermarket job to do more hours here."

By the time Wood graduated she worked at 360 Logistics fulltime, starting out in data entry and office support and winding up in import operations.

"I went to uni not knowing at all what I wanted to do. At school I thought about becoming a truck driver, but I enjoyed the logistics side of my international business degree so much this work really suited me.

"I like problem solving and fitting the puzzle together, and I get to use my Chinese now and again when we get documents that aren't in English!"

Her uncle remains a client, who she says is a success story himself.

"He's an importer, he imports bags and is doing very well for himself.

"It's surprising just how many businesses actually import product and that's their bread and butter.

"It's rewarding to see a client go from a start-up to a relatively big player, it's very rewarding in that we're facilitating the nation's growth and people's businesses."

The highlight of her career to date though is being invited to speak at the Chartered Institute of Logistics and Transport (CILT) conference last year.

"I was speaking on behalf of women in the shipping industry. It was a pretty big deal, it was nerve-racking but exciting at the

same time - what other kind of career would give you that opportunity so quickly?"

Two years ago Wood was also a finalist in the Custom Brokers and Freight Forwarders' Federation young achiever competition and she's entered again this year.

It requires her to write a report on a complex import and export process. In hers she's outlined a wool export to Karachi and for her import, the return of a Maori cloak from the United States.

"I thought I'd give it another shot - you get a trip to Singapore if you win to look around their freight operations, it'd add a bit more of a feather to my cap."

Wood already knows what it takes to be a good freight forwarder - the need to be responsive, accountable, creative and being able to think outside the box.

She also knows she is just one link in the chain and works hard to understand her clients' business in order to provide the best possible service.

"If you work hard you will be rewarded in this industry, but the best part is when freight arrives and you've got a happy client.

"I think of it like Christmas for my clients every day, they're getting parcels sent to them and we're facilitating that.

"It's a bit like being Santa. I even tell little kids I'm like Santa, that my job is to help him, it's a good feeling and a novelty that hasn't worn off," she laughs.



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## Brand Managers - FMCG

Are you ready to make a lifestyle choice? Dunedin is a city with a strong sense of place and cultural heritage, nourished by a stunning natural environment with more green space per person than any other city in New Zealand, Dunedin is the place to be if you're looking for shorter commute times, say 15 minutes, and housing that is affordable with room to grow.

Here at Silver Fern Farms we are proudly 100% Made Of New Zealand and we're striving to become New Zealand's red meat experts. To become a leading global food company, we are determined to set new standards for our industry and create new value via transformational partnerships and innovation.

We currently have two fantastic opportunities to join Silver Fern Farms in Dunedin

- A new Brand Manager - Food Service
- 12 month Parental Leave cover for our Brand Manager - Retail

These are busy, exciting and challenging roles and great opportunities to enhance your reputation as a successful Brand Manager.

Reporting to the Senior Brand Manager Foodservice (Foodservice Brand Manager) and Marketing Manager Retail (Retail Brand Manager) respectively, you will be responsible for developing and executing channel marketing plans for the New Zealand market and supporting the rollout of Silver Fern Farms value-added strategy into key global markets in the relevant channel. You will be involved in managing and delivering a wide range of marketing projects and activities including: consumer research, commercialising new product launches (nationally and internationally), product and packaging design, promotional events and activities for existing products, and analysing market trends and sales data.

Both Brand Managers will be expected to demonstrate an intermediate level understanding of the product category dynamics and positioning of category brands in the marketplace. You will be responsible for assessing brand and product performance and optimising the delivery of the set marketing plans as well as the preparation and analysis of reports providing key information to various stakeholders.

You will have a broad-based experience of marketing practices and policies with a particular understanding of Foodservice or Retail brand marketing. Your communication skills, both written and oral will be excellent and you will hold a tertiary marketing qualification and ideally have at least 3-5 years' experience in a similar FMCG company or food marketing role. Experience in FMCG trade marketing and / or category management would be advantageous in the Retail role.

If you are interested in either of these roles, please make an application through our Careers page on our website whilst you have a look around and see what we are about.

Applications close Wednesday 18th May 2016.

[www.silverfernfarms.com](http://www.silverfernfarms.com) 100% MADE OF NEW ZEALAND

**Q+A**

**QUICK QUESTIONS**

**NAME:** Monique Wood  
**BORN:** April 1990, Lower Hutt.  
**FIRST JOB:** Produce assistant at Naenae New World.  
**FAVOURITE MOVIE:** *The Godfather*.  
**FAVOURITE FOOD:** Anything Mediterranean.

