

# Chief Executive Officer



From 1 July 2020 the outcomes of the Racing Industry Bill will come into effect, which will see **TAB NZ** established, replacing the Racing Industry Transition Agency (RITA) and prior NZ Racing Board. TAB NZ is a commercially focused business maximising performance, investing in the financially sustainable, internationally recognised and competitive future of the NZ Racing Industry through betting, broadcasting and gaming activities. The creation of TAB NZ devolves racing responsibilities to the racing industry codes (Thoroughbreds, Harness and Greyhounds).

## The Chief Executive Officer (CEO)

An exciting and unique opportunity exists for a new CEO to lead TAB NZ into a new era, utilising the strong existing platform to move the business to a truly commercial operation, redefining the TAB NZ brand for a highly successful and sustainable future, working alongside the TAB NZ Board, executive leadership team, Racing Industry codes and governing bodies to achieve this. Initially this role will also involve oversight of the completion of transitioning activities from RITA to TAB NZ.

The commercial shift will be achieved through customer driven products and a revenue growth plan that sees TAB NZ develop enhanced and new product offerings as well as create and build strong and sustainable partnerships with others. Maximisation of our fixed odds betting and digital platforms will be key to future growth. This commercial shift will also maintain and further develop the TAB NZ's commitment to harm minimisation and its social responsibility to the people of New Zealand.

## The Person

Candidates will demonstrate an understanding of the racing industry and will have proven experience in Australasia across the wagering, gaming or similar sectors.

This role provides an opportunity for innovative thinking, creating new business pathways while building a strong collaborative team and candidates will be required to show experience in these areas.

TAB NZ generated \$348.0M in betting and gaming revenue in 2019 and redistributed \$162M to the racing industry and sporting community. Candidates must have a proven track record of transforming / evolving businesses as well as demonstrating significant commercial leadership and revenue growth. As importantly, the CEO will also ensure the TAB NZ business demonstrates social and responsible wagering practices and commitments.

Prior experience successfully traversing complex multi-stakeholder environments with excellent negotiating, facilitating and influencing skills will be crucial to success.

Please contact **Natalie Stones** at Caldwell on [nstones@caldwellpartners.com](mailto:nstones@caldwellpartners.com) for further information. **All enquiries are confidential and applications close 7 February 2020.**

