Curriculum Vitae

Ben Newport



Full name: Benjamin Jackson Newport
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A driven, detail orientated and reliable individual who thrives in a challenging and competitive environment. I am a Hawke's Bay local who gained management experience in the timber industry in various roles over 15 years.

Learning the critical success and failures whilst running a medium sized business gave me the confidence to take the step towards becoming self employed as a real estate professional.

From here the next step was to manage a real estate office with Harcourts Hawkes Bay and as such achieve an Agent licenese.

This shift enabled me to build my brand and hone negotiation and marketing skills, while keeping my management skillset sharp.

My mindset is to ensure that I am helping people to achieve their goals as people and strong relationships are my business. Giving for Good was an initiative which I had input into during my sales career. This is something I am passionate about with a focus of ensuring that a portion of commissions are directed to charitable organisations.

Having reached a stage in my career where I am able to commit to more a directorship would compliment and benefit from my current skill set.

RELEVENT SUCCESS FACTORS

PEOPLE SKILLS
Mana manaaki

I am an experienced professional delivering a high standard of effective services to both clients, customers and my team. Ability to swiftly build rapport and trust with people from all walks of life and exceed expectations. Empowering people to be the best they can be through positive change.

COMMUNICATION

My proven abilty to persuade, negotiate and influence others in written and verbals forms, clearly demonstrated at a high level in both group situations and one on one. I am a confident presenter with a delivery focus on interesting plain speak to simplify complex data and turn into relevant information to the audience.

PARTNERSHIPS & RELATIONSHIP MANAGEMENT

I have a sound network of local community, regional and national connections. Built throughout my career in various industries

Kotahitanga

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INFLUENCE

My proven abilty to persuade, negotiate and influence others in

PROBLEM SOLVING

A good listener with genuine ability to consider all aspects and impact on others before making an agile decision to resolve or eliminate a problem.

TEAMWORK

Goal focussed from a high performance industry able to give clear vision on what is required.

PERFORMANCE MANAGEMENT

Leads by example and firm believer in failing forward ensuring that instances become learning.

EXPERIENCE

Date: February 2025 – Current
Employer: Peninsula New Zealand
Location: Hawkes Bay
Position: Business Development Manager
Duties: Supporting business growth through tailored ER/HR and HSW solutions with 24/7 support and EAP, all wrapped in world class software.

Date: November 2020 – October 2024
Employer: Harcourts Hawkes Bay (Regent Realty Ltd)
Location: Hawkes Bay
Position: Sales Manager
Duties: Managing Taradale and Napier sales teams (37 strong) Commercial and local government relationship development.

Date: March 2016 – October 2020
Employer: Independent Contractor – Real Estate Sales (Cox Partners Estate agents)
Location: Hawkes Bay
Position: Sales Partner
Duties: Acquisition of sales stock for sale throughout Hawke's Bay. Negotiation and marketing of residential sales.

Date: September 2007 – March 2016
Employer: Tumu Timbers Ltd
Location: Hastings
Position: Head Machinist - March 2014 – March 2016
Duties: Management of Machining staff (10), management of circular and band saws sitewide, machine maintenance, strategic planning

Position: Planning and Production Supervisor - February 2009 – March 2014
Duties: Planning of cut plans for processing factory, timber purchasing, general staff supervision.

Position: Processing Supervisor - September 2007 – February 2009
Duties: Supervision of Remanufacturing factory, allocation of staff (30)

Date: November 2004 – September 2007
Employer: Rembrandt Fine Arts Ltd
Location: Napier
Position: Timber Machinist
Duties: Setting of highspeed planers, multi-rip saws, forklift driving, grinding of straight and profile cutters.

Date: November 2003 – November 2004
Employer: Coca Cola Amatil NZ Ltd
Location: Napier
Position: Merchandiser
Duties: Merchandising of Supermarket sector throughout Hawke's Bay.

SKILLS AND STRENGTHS

- Firm but fair leader
- Excellent time management
- Strong and effective negotiator
- Quick and proficient at learning new skills
- Results driven adhering strictly to DIFOTIS
- Firm grasp of Competitive Manufacturing Initiatives (5S,LEAN,KAIZEN)
- High level of computer literacy
- Nonprofit organisations – Napier Central school board member

QUALIFICATIONS AND EDUCATION

December 2020 – Licensed Agent, Individual REA.
March 2016 – National Certificate, Real Estate, L4, Open Polytechnic
April 2015 – NZQA Accredited Assessor for Competenz NZ Limited
March 2014 – Bachelor Computing Systems L7, EIT
April 2013 – National Certificate Competitive Manufacturing Initiative (LEAN) L3
January 2007 – National Certificate Timber Machining L4, FITEC

INTERESTS AND HOBBIES

- Travelling and experiencing new cultures
- Spending time with family and friends
- Continued education/study
- Aviation
- Research of affordable housing and developments
- Inline/Ice Hockey

COMMUNITY IMVOLVEMENT

- December 2023 – Napier Cental School board member
- June 2021 – Taradale Business Association committee

REFEREES

Christine Caddie (Client/Character)
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