

## Herald Jobs

# Going global from Mairangi Bay

Kiwi Nick McDonald's company, training new and mid-level financial traders, has a world-wide presence

Gill South

**N**ick McDonald, the entrepreneur who runs Trading with Precision, a global company of professional financial-market traders who train new and mid-level traders, funded his first trip to London in the late 1990s by selling some shares his father gave him.

The young Kiwi worked on the big bank trading floors in the City of London and then as a successful Forex trader using his technical analysis nous, also completing the first level of stockbroker training.

His last job before leaving paid employment in 2004 was as a management information systems (MIS) analyst at Citibank, doing internal number crunching.

"Every role I had in my five-year career, I had a different title," he says. He started his own business in London after just five years in the workforce.

"I always wanted to work for myself," he says.

He had no desire to be in the one job his whole life as was common with his parents' generation.

Soon after starting out on his own, the technical analyst was approached by a former colleague about educating the brokers at IG Group, the financial derivatives trading company. His contact went to another business, ETX Capital, and before long McDonald was running the traders' training there, as if he was internal staff.



Nick McDonald talks to audiences about the nuances of trading.

"That was the turning point for my business," he says.

In 2007, three years after he started on his own, McDonald made the cover of the *Traders Magazine UK*, a career highlight, and by 2010, including annual trips back to New Zealand to run training seminars, the company went global.

Trade with Precision now has nine staff, contract and permanent, in Los Angeles, Perth, Sydney, London and McDonald's base in Mairangi Bay. His team is dealing with financial exchanges and corporate clients in places such as Chicago, New York, Sydney, London and here.

McDonald's client list includes the

CME Group, ICE Futures, NYSE Liffe, TradeStation Securities, ETX Capital, IG Markets, Nadex and CMC Markets.

He also has speaking engagements in Las Vegas, New York and London, on the global trading circuit.

McDonald thinks nothing of talking, both live and via webinar, to large audiences of traders and individual investors about the nuances of trading. "I am not an extrovert. I was terrified about speaking the first few times. I now speak to very big audiences," he says.

He used to fear that someone would interrupt him and ask him a question he couldn't answer.

"What I started to realise was, I

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Nick McDonald

know all the answers and these people are here to listen to me. It builds their confidence," he says.

There's a skill with technical analysis. It's about being able to decide why to sell, he adds.

The demographic of individual traders he speaks to, retail clients of his corporate clients, is similar to your typical golfer, he says. Around 85-90 per cent are male.

"And, like a golfer, they are up for a challenge. They have a bit of spare time and a bit of spare money."

McDonald sometimes gets asked how traders contribute to society.

His explanation: traders play a crucial role in economies. "Traders provide liquidity. Telecom NZ shareholders typically hold on to their shareholdings for 20 years. It's a long wait for the next person to decide to sell, whereas traders are buying and selling all the time."

McDonald has had his mentors along the way. "My chairman, Steven Haupt, is always telling me, do the simple things but do them very, very well. We are just trying to do it better and better. The reason I have been

successful is I tell people how it is; I don't sell the dream," he says.

"People want to look after their money themselves; I am showing them how to manage risk."

The global financial crisis hasn't harmed his career, he says. As long as trading goes on in the markets, he can do his work.

"All you want is movement in the market," says McDonald, who does his own individual trading, unrelated to his company.

From his home office in Mairangi Bay, where he lives with his wife and two children, the Hamiltonian is starting to think about buying a house in Auckland. He could be based anywhere in the world with his job, but is managing to run his business successfully from here.

McDonald talks to his global team most days. "I love it. I've got a really good team of people. The business does not get to grow without a good team - I'm not a one man band."

His business partner, based in Perth, Travis McKenzie, is an Australian lawyer he met in London.

They traded together in London's Kensington in 2005. "We turned a big living room into a trading floor," says McDonald.

These days, the businessman spends a lot of time travelling internationally.

The entrepreneur's advice to school leavers interested in this world of international finance and travel is to get started now, not to wait.

"The sooner you start, the more experience you will have."

## PRIMARY SECTOR LEADERSHIP

Ministry for Primary Industries  
Manatū Ahu Matua



Growing New Zealand's economy depends on the success of our primary sectors. The Ministry for Primary Industries' vision is to grow and protect New Zealand, and it does this by maximising export opportunities for the primary industries, improving sector productivity, increasing sustainable resource use, and protecting New Zealand from biological risk. The Ministry partners with and works across numerous sectors including agriculture, forestry, fisheries, food and biosecurity. These Director positions all have a strong focus on cross-government collaboration and proactive engagement with industry.

### DIRECTOR - SECTOR POLICY

Are you interested in leading and growing a high performing economic policy team focused on New Zealand's biggest export sector?

The Directorate provides the economic policy 'muscle' for the Ministry - providing high quality advice to Ministers and stakeholders to facilitate New Zealand's primary sector led economic development. Assessing the primary sectors, and identifying levers that maximise export opportunities and improve sector value and productivity is crucial.

You will lead a multi-disciplinary team including macro and micro economists, regulatory and policy specialists. Your ability to attract, lead, and grow economic policy capability will be pivotal for the Ministry and the sector.

You will have a proven track record of thought leadership in economic policy and experience in delivering complex policy and legislative programmes.

The role reports to the Deputy Director General Policy and is responsible for leading approximately 40 staff.

Our client will consider candidates that come from within state sector leadership roles, or from relevant leadership positions within the private sector. Successful candidates will ideally have established relationships in, and an in-depth understanding of the primary industries and government. You will demonstrate leadership and vision, an ability to work collaboratively, influence decision makers, effectively lead high performing teams and deliver results. These roles are crucial in supporting the Government's ambitious goals for the primary sector and present an opportunity to join a strong and evolving organisation, focused on delivering outcomes that will benefit all New Zealanders.

### DIRECTOR - RESOURCE POLICY

Are you interested in water management, resource management, climate change and marine policy in the primary industries?

The Director of Resource Policy will lead policy and legislation development affecting New Zealand's shared natural resources and primary industries.

Critical to this role will be your ability to work across government agencies and sector stakeholders to ensure our policy and regulatory frameworks enable the primary sector to grow and thrive while increasing sustainable resource use.

You will be leading work on some of the most critical issues facing the primary sectors. To be successful, the appointee will offer an in-depth appreciation of the inherent tensions in resource management and have a proven track record in resource management policy.

The role reports to the Deputy Director General Policy and is responsible for a team of approximately 30 people based in both Wellington and regional New Zealand.

### DIRECTOR - PRIMARY GROWTH PARTNERSHIP

This is a new position reporting to the Deputy Director General, Resource Management and Programmes (RMP).

The RMP Branch delivers a range of policy, funding and research programmes that seek to achieve specific outcomes across the primary industries.

The Director Primary Growth Partnership (PGP) leads a small, dedicated team responsible for the successful delivery of the PGP Programme, the significant government-industry initiative that invests in programmes of research and innovation to boost the economic growth and sustainability of New Zealand's primary industries.

If appointed, a significant area of focus will be proactive engagement with sector stakeholders to ensure that the PGP effectively delivers on its goals.

Your Directorate will also assist with the development of the overarching policy to support PGP and broader economic growth/innovation initiatives within the Ministry and across government.

Confidential enquiries and applications are welcome by 5pm Monday, 18 February 2013, and should be directed to Lauren Shearer, Guy Brew, or Grant Pryde at Executive Appointments, Email: recruit@eawgtn.co.nz, PO Box 10863, Wellington, Tel +644 499 8230.



EXECUTIVE  
APPOINTMENTS