

ACCOUNT DIRECTOR

MHP is a strategic communications agency built for the networked age, applying the new rules of influence to solve complex problems.

Following a strong year in 2017, during which MHP's Capital Markets team cemented its position as one of the leading financial communications advisers with a number of clients wins, we are hiring to support our continued growth in 2018 and beyond. Our multi-award-winning capital markets team provides strategic communications counsel to some of the UK's leading companies in a range of sectors, whether privately held or listed on AIM through to FTSE 100, as well as international firms looking to raise and manage their profile effectively in the UK.

Drawing on MHP's 160-strong team of brand, financial, corporate, health and public affairs experts, we work closely with clients to provide integrated communications advice and devise bespoke, multi-channel programmes that help deliver our clients' business objectives.

The Capital Markets team, which includes former journalists, brokers, lawyers, fund managers, accountants, corporate financiers and career communicators has had much success in 2017. We have won new clients including Shaftesbury, Lookers, Cobham, Saga, YTL, Benchmark Holdings, Nanoco and Harbourvest Global Private Equity whilst continuing to advise long standing clients across the consumer, built environment, TMT, financials, support services and industrials sectors.

We have also advised on a number of transactions and special situations including RWS Holdings' \$320m acquisition of Moravia, Ultra Electronics' \$235m acquisition of Spartan Corporation, TT Electronics disposal of its transportation division for £119m, Franchise Brands' reverse takeover of Metro Rod, Cobham's £500m right issue, Laird's £185m rights issue, Palmer and Harvey's restructuring process and a number of high profile crises.

Headquartered in London, MHP has offices in Hong Kong, Singapore and Australia, underpinned by a fully serviced affiliate network which allows us to implement impactful communications campaigns on a global scale.

We are part of Engine, a global marketing and communications group operating across 4 continents with over 2500 staff and which includes WCRS, Trailer Park, ORC International, Partners Andrews Aldridge, Deep Focus, Synergy, Mischief, Fuel, Transform and Slice.

WHAT IS THE ROLE?

We are looking for an Account Director to join our award winning team. You will direct account activity and provide counsel as part of the day to day activity on client programmes while working with senior team members, to shape and oversee delivery of client programmes and development of new business. The role will suit someone who enjoys working in a forward thinking fast paced environment.

As an Account Director you will plc / capital markets experience and have strong and diverse media contacts and have experience of continuously building relationships and networking with relevant financial journalists and industry peers.

You'll have proven experience of delivering client programmes / actions, budget management and contributing to planning and overall profitability/ client lead on billing and servicing.



You will have developed a network of contacts across the industry and have experience of identifying new business opportunities.

WHAT ARE THE MAIN RESPONSIBILITIES?

- Oversee all client contact whilst offering strategic client counsel and act as client lead on billing and servicing.
- Oversee media strategy and develop relevant senior journalist relationships
- Participate in and, where appropriate, lead new business activities, including networking for leads
- Deliver agreed client programmes / actions with responsibility for providing timely and clear reporting on progress
- Actively contribute content for digital channels for both MHP and client and demonstrate a good understanding of the overall shape and role of social media
- Manage & guide SAMs, AMs and Consultants and play an active part in delivering internal training

WHAT WE OFFER

At MHP, you can expect a great working environment and superb benefits to match, including: Free breakfast at the in-house cafe, gym discounts, childcare vouchers, pension, season ticket loan, cycle to work scheme and much more!

Our unique structure and culture has meant we've featured in The Sunday Times' Best Company To Work For Top 100 list eight years in a row too.

OUR VALUES: EVER CURIOUS, AMBITION & ENTREPRENEURIALISM, RESPECTFUL