

Director, Financial Services

Introduction

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

With 160 staff, we provide deep expertise in brand, financial, corporate, health and public affairs – reflected in the fact that 200 organisations put their trust in MHP, including Nationwide, BNP Paribas, Kimberly-Clark, Revolut, Klarna, Roche, The RAF, The Restaurant Group, and Saga.

From our office in London, we deliver global communications strategies for clients across the world, including ING, Coca-Cola European Partners, Avis, AstraZeneca, and many others.

The role

As a Director in the financial services team you will be part of a dynamic and ambitious senior leadership team set on building one of the best financial services practices in the industry. Having undergone a substantial period of growth over the past 18 months we are looking for a senior practitioner to join us and help drive the next phase of the practice's development.

In the role you will be heavily involved in all commercial aspects of the team, from its financial performance to proposition development and product innovation. You will be responsible for helping drive the team forwards strategically and operationally whilst providing senior counsel to clients and colleagues and ensuring the delivery of first-class client servicing.

The role will involve leading some of the agency's largest and most integrated clients, working with colleagues from a range of different practice areas including public affairs, brand and reputation and issues and crisis.

You will play an important role in identifying, leading and converting new business opportunities, leveraging the strength of the MHP proposition and network alongside your own personal contacts to drive growth within the practice.

This opportunity will suit someone with a forward-looking view of both the communications and financial services landscape who is excited by the challenge of developing and growing a business whilst nurturing and mentoring a team.

Key responsibilities

- Play an active role in the FS senior leadership team to ensure the overall quality of work, client retention and delivery of budgeted results and profitability targets
- Act as an integral part of the client's strategic advisory team providing senior counsel and strategic guidance across a range of integrated accounts

- Lead new business processes, identifying opportunities for organic and inorganic growth whilst developing and fostering relationships with the wider industry
- Shape and steer media relations strategy, maintaining longstanding relationships within the industry and assist with major issues and crisis management
- Play an active role in developing junior talent and embedding a culture of 'best-in-class' client servicing
- Act as an effective ambassador for team and wider business to support the strategic development of MHP

The successful candidate will:

- Have a strong background within financial services, with the confidence and capability to lead integrated campaigns for some of the most prestigious brands in the sector
- Have experience of working with consumer finance businesses but be interested in supporting clients across a broad set of sub-sectors including wealth and asset management, insurance and alternative investments.
- Have a strong track record of leading new business processes and identifying opportunities for both organic and inorganic growth
- Recognise the importance of an integrated approach and the role different communication disciplines can play in delivering against client objectives
- Have a passion for developing the next generation of talent and understand the ingredients that go into creating a supportive and successful team culture.
- Want to be part of shaping, developing and building a high-performance team

What we offer

You can expect a great working environment and superb benefits to match, including: free private health care for all employees, a virtual GP, 24 hour confidential helpline, gym & trainer discounts, 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.

About MHP + Mischief

MHP + Mischief is a unique combination of two market-leading brands. Together, we are greater than the sum of our parts.

We are a collection of 200 communications specialists, blending behavioural science, industry expertise, influencer strategy, creativity and audience insight.

MHP helps clients navigate the volatile, activist and tribal landscape we call The Networked Age. Mischief helps brands earn attention by playing with the norm and working at the speed of life.

Our specialist areas include consumer comms, corporate reputation, brand strategy, crisis and issues management, capital markets, public affairs, health and financial services.

We represent some of the most-loved, most-trusted and most intensely scrutinised brands in the country, including Asda, AstraZeneca, Coca Cola, JD Sports, Nationwide, The Restaurant Group, Revolut, RSPCA, TUI, and Vodafone.

We are PR Moment Agency of the Year and two of the most-awarded teams in the industry. Our work for the NHS is PR Week's "Campaign of the Decade" and we are two-time winners of The Creative Shootout.