

Director, Public Affairs

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 American Express, BNP Paribas, Kimberly-Clark, Nationwide, Revolut, Roche, The RAF, Huawei, and Laing O'Rourke.

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

Our award-winning Public Affairs practice has an exciting opportunity for a new Director to join its expanding team. Established by Jamie Lyons and James Gurling in 2017, the Public Affairs practice has grown strongly, jumping six places in the PR Week league table rankings last year alone and trebling fee income since the practice was set up. In response to its growing client base, the practice requires a new Director to join its leadership team and help drive new business.

This is a fantastic opportunity for somebody who wants to help shape the future of an established and successful Public Affairs practice inside a multi-service agency. Working alongside 200 communications specialists across MHP and our sister agency Mischief (both part of ENGINE-), you will play an integral part in setting the direction of the department as well as helping to manage and motivate an 18 strong team, leading client work and new business delivery. This pivotal role will require you to provide counsel across all industry sectors to make new connections and grow existing clients.

We're looking for a strong strategic mindset, exemplary understanding of public affairs and the communication challenges its clients face plus a proven track record of being able to lead new business. The role will suit someone who is excited by developing and owning a robust prospecting plan, identifying opportunities and converting them through successful pitching.

If you've got an agency background and love landing new clients, please get in touch.

Key responsibilities

- Play a leading role bringing in and winning new business opportunities
- Act as an integral part of the clients' strategic advisory team to provide senior counsel and strategy input

- Manage your own portfolio of clients, to ensure excellent service delivery, as well as looking for organic growth opportunities and cross-pollination
- Support the Public Affairs leadership team in ensuring overall quality, client retention and delivery of budgeted results and profitability targets
- Shape and steer public affairs strategies, helping to ensure the team continues to grow, innovate and excel in its client work
- Maintain networks across politics, policy and business that enable you to stay abreast of trends and macro developments
- Proactively create new opportunities and confidently effect introductions to develop other areas of MHP business
- Help with the overall development of the team, resource planning, allocation, recruitment, staff welfare and performance issues; nurture the team, provide guidance and counsel to ensure team retention
- Be an ambassador for Public Affairs within MHP, Engine, client inter-agency teams and the wider industry
- With the MHP Public Affairs senior team, help grow the Practice and realise its ambitions

The successful candidate will:

- Be a seasoned Public Affairs practitioner who has led PA accounts for major corporate clients across a range of sectors
- Have a strong network and track record of sourcing and winning new business
- Have a strong record of working with marquee clients and delivering strategic counsel
- Grow existing clients by developing new and compelling strategies and campaigns that clients want to buy
- Be an enthusiastic team player, ambitious to help build a team and offer
- Inspire, lead and help nurture talent with the team
- Be well-connected across politics, policy and business
- Consistently exceed client expectations in the development and delivery of client communications strategies for which you are responsible.

What we offer

You can expect a great working environment and superb benefits to match, including: Free breakfast at the in-house café/bar, gym 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.