

Senior Account Manager, Capital Markets

Introduction

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

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.

The Capital Markets team, which includes former brokers, lawyers, accountants, corporate financiers, journalists and career communicators, has had much success over the last couple of years earning its place as a top 5 adviser to listed companies and a top 10 M&A adviser.

We have won new clients including Bakkavor, Costain, Coinbase, CVS, Davy, FRP, SSE, Speedy Hire, The Restaurant Group, and Treatt as well as a number of IPOs, whilst continuing to advise long standing clients primarily across the consumer, built environment, TMT, financials, support services and industrials sectors.

We have advised on a number of high profile transactions and special situations including the £2.6bn takeover of Ultra Electronics by Cobham; the acquisition of Avant Homes by Berkeley DeVeer and Elliott Advisers; Connells' £134m acquisition of Countrywide; the £4bn acquisition of Cobham by Advent International; The Restaurant Group's £559m acquisition of Wagamama; JD Sports' transformative \$558m acquisition of US based Finish Line and the CMA enquiry in relation to the proposed acquisition of Footasylum; RWS's c.£800m acquisition of SDL; the IPOs of ASA International, Knights, Cake Box, Urban Exposure, FRP, Peel Hunt and East Imperial; Mothercare's, Four Seasons Health Care's and Arcadia's restructuring, CVA, or administration processes; and Shaftesbury and SSE regarding shareholder activists.

The role

We are looking for a Senior Account Manager to join our award-winning capital markets team. The candidate will have experience working in communications and be ready to develop their career in a forward thinking, fast paced environment where every day is different, providing the opportunity to work with varied account teams on an exciting range of clients, across multiple sectors and supporting clients across a range of situations.

Key responsibilities

- Gain and maintain a deep knowledge of clients' businesses, issues and media to support the team in the delivery of overall client objectives
- Take responsibility for managing the delivery of day-to-day client programmes / actions, including through delegating to and directing colleagues
- Deliver media programmes and help shape coverage by maintaining a strong understanding of key media titles, building relationships with journalists and confidently selling into various media
- Liaise with analysts covering your clients, including gaining their perceptions of our clients
- Play an active part in developing content for and leveraging social media and digital channels to fulfil clients' objectives

- Ensure teams are well prepared for client meetings and events
- Support pitches with research, content and idea development and pulling together proposals and pitch documents
- Network to build relationships with advisers at broking houses and other firms, alongside the media and analysts, sharing insights gained with the wider team
- Help to manage and develop more junior team members, providing day to day guidance and training
- Build an understanding of the regulatory environment within which our clients must communicate

The successful candidate will:

- Have a keen interest in current affairs, financial markets and what makes businesses tick
- Have excellent written and verbal communication skills
- Be highly organised and time efficient
- Be keen to work and learn quickly in a highly varied, sometimes pressured but always interesting environment
- Be offered training via our multi-layered training and development programme
- Demonstrate strong experience of working in communications already

What we offer

You can expect a great working environment and culture, with superb benefits to match, including: 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.

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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.