

## **Account Executive, 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 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 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, and East Imperial; Mothercare's, Four Seasons Health Care's and Arcadia's restructuring, CVA, or administration processes; and Shaftesbury regarding a shareholder activist and a number of high profile crises.

### **The role**

We are looking for an Account Executive to join our award-winning capital markets team to work on an exciting range of clients across multiple sectors. The role will assist in the delivery of client programmes, provide support to account teams and display enthusiasm in all aspects of the role. The role will suit someone who enjoys working in a forward thinking, fast paced environment where everyday is different.

### **Key responsibilities**

- Deliver agreed client programmes / actions with responsibility for providing timely and clear reporting on progress
- Develop an understanding and awareness of key media titles whilst actively selling into various media, building relationships with journalists, helping to shape and monitor coverage
- Liaise with analysts covering your clients, including gaining their perceptions of our clients
- Play an active part in delivering campaigns including the use of social media
- Support pitches with new business research, content and idea development
- Prepare for and attend client meetings and events
- Develop a basic understanding of the regulatory environment within which our clients must communicate
- Actively deepen knowledge of clients' businesses, issues and media to support the team in the delivery of overall client objectives

**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
- Have work experience or undertaken an internship in PR are desirable but not essential

**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.

**About MHP + Mischief ....**

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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.**