



Account Manager, Capital Markets

Introduction

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, influencer strategy, creativity, audience insight and industry expertise.

MHP helps clients navigate the volatile, activist and tribal Networked Age. Mischief is engineered to win in the Attention Rebellion era.

Our specialist areas include consumer comms, corporate reputation, crisis 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 AstraZeneca, Coinbase, Huawei, Innocent, JustEat, Lego, Restaurant Group, Marshmallow and Sky.

About the team

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 an 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
- Manage the delivery of day-to-day client programmes / actions, including through delegating to and directing colleagues and liaising with appropriate client contacts
- 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 friendly and dynamic working environment and an office space in the heart of the buzzing West End. Our goal is to ensure that your career here with us is fulfilling and that you're learning every step of the way on your journey through our agency. We have an online learning platform that hosts a variety of content and allows you to map your career out with all the training available to you (both online and f2f).

We have superb benefits to match including: 28 days holiday (plus bank holidays), vitality private medical insurance, pension, season ticket loan, cycle to work & much more.

We also have a dedicated Well-being team along with a Representation, Diversity & Inclusion task force to make sure we look after all our employees so that everyone can bring their true whole self to work.



About MHP Mischief

MHP Mischief is a unique combination of two market-leading brands, with 200 communications specialists and an approach that blends behavioural science, media and influencer strategy, creativity, audience insight and industry expertise.

We help clients navigate a volatile, activist, tribal and information-saturated landscape we call The Networked Age.

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

Our work for the NHS is PR Week's "Campaign of the Decade", we are two-time winners of The Creative Shootout and we were the most-awarded agency at the 2021 PR Week Awards.

We are UK Agency of the Year (PRovoke), Corporate & Financial Agency of the Year (PR Week) & Health Team of the Year (PR Week).