

JOB SPECIFICATION - ASSOCIATE - FINANCIAL SERVICES & REAL ESTATE

THE COMPANY

Powerscourt, a Morrow Sodali company, is an award-winning strategic communications agency. From our offices in London and Dublin, we provide trusted advice to the world's top companies on critical business issues.

We have earned a reputation for delivering an outstanding service to both public and private businesses. Some of the biggest companies in the world rely on our advice to safeguard their reputations.

Powerscourt has a very collaborative and sociable culture with a diverse team including a mix of seasoned journalists, bankers, lawyers and communications experts who provide our clients with the experience, insight and creativity that sets us apart.

We advise companies across a broad range of services, including financial and corporate communications, crisis and issues management, political affairs, sustainability and campaigning. The team has specialist industry expertise in consumer industries, industrial services and capital goods, financial services, healthcare, housebuilding and real-estate and TMT.

Powerscourt have grown rapidly in recent years, with expansion into new services and industry areas, having won a large number of high profile retained and project clients.

Morrow Sodali

In October 2023, Morrow Sodali, a global shareholder engagement and governance advisory company, acquired Powerscourt. The acquisition of Powerscourt provides a growth platform for Morrow Sodali to build a full-service advisory and shareholder services practice across Europe, with the financial backing of TPG.

Headquartered in New York, Morrow Sodali has around 500 colleagues working across 14 international offices. It has made a number of recent complementary acquisitions, including Citadel-MAGNUS, one of Australia's leading corporate communications and investor relations firms, and ESG consulting firms HXE Partners and FrameworkESG.

Morrow Sodali is majority-owned by TPG Growth, the middle market and growth equity platform of TPG. It works with over 1,000 corporate clients in more than 80 markets worldwide on a range of critical issues including corporate governance and ESG advisory, IPO preparedness, shareholder activism, M&A services and proxy solicitation.

THE ROLE

The team is one of the largest at Powerscourt and has a wide remit including specialist franchises in financial services (in particular banking, asset & wealth management, insurance and private equity) and housebuilding & real estate.

The team has enjoyed significant success over the past few years, growing its client base across these areas. Just some of the team's clients include: Bellway, Brown Shipley, Foresight Solar, Inflexion, Peel Hunt, Qontigo, RBC Brewin Dolphin, Royal London, TDR Capital, The Openwork Partnership, Titan Wealth and Unite Students.

Services undertaken for these clients span the full range of Powerscourt's capabilities, from Financial PR, M&A and Capital Markets communications, Corporate Communications, Campaigns, Issues Management and Public Affairs.

The team has advised on many high-profile projects, including the corporate spying case at Credit Suisse and Jupiter Asset Management's acquisition of Merian Global Investors, for which the team won the PRCA City & Financial Award for M&A Communications.

KEY RESPONSIBILITIES

- Develop a deep understanding of our clients' businesses to effectively interpret, develop and manage their message with a view to becoming a trusted source of advice
- Play a key role in client planning and execution, generating ideas to help clients achieve their communications objectives
- Drive activity to generate positive media coverage for clients - selling in stories to media proactively and spotting opportunities
- Demonstrate a strong understanding of the traditional and social / digital media landscape to capitalise on opportunities for clients and support senior team members in identifying potential risks
- Drafting communications on behalf of clients, with minimal need for changes / oversight - from press releases and social media content to reactive statements and Q&As
- Play an active role in supporting on new business opportunities, assisting the team in developing and presenting new business proposals
- Proactively network with contacts and potential clients; maintain and develop relationships with relevant journalists and analysts to inform and create opportunities for clients
- Assisting with development of Powerscourt's analysts through hands-on guidance on client accounts and overseeing account infrastructure and admin

THE PERSON

Key attributes and experience required for this role:

- Experienced Corporate PR account manager (Financial PR experience an advantage)
- Proven experience in Financial Services, with an in depth understanding of asset & wealth management and strong media contacts in the sector
- Creative, ambitious, and confident enough to deal with client matters at all levels
- Excellent media relations skills
- Excellent writing skills
- An effective team player with collaborative and pragmatic approach to working
- Ability to drive and maintain momentum of account activity, adept at maintaining client service while juggling multiple demands
- Team player, keen to take an active role in guiding and bringing on junior team members

THE PACKAGE

- Competitive salary, dependant on experience
- Excellent benefits package (see Benefits Document on careers page)
- Hybrid working and flexibility on working days in the office
- A fun working environment based in central London