

## JOB SPECIFICATION - MANAGER - 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

Our award-winning financial services & real estate team is one of the largest at Powerscourt and advises some of the best-regarded brands in the sector, in particular across banking, asset & wealth management and private equity, and housebuilding & real estate. The team has a strong track record of advising on high-profile projects in the UK and internationally, including transformational M&A deals, stock market flotations and high-impact corporate campaigns.

The team has enjoyed significant success over the past few years, growing its client base across these areas. Financial services clients include, AIB, Bridges Fund Management, Brown Shipley, Cynergy Bank, Foresight Solar, Goldman Sachs Asset Management, Inflexion, NewDay, NTR Asset Management, Peel Hunt, Royal London, The Openwork Partnership and Titan Wealth, among others.

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.

Following a period of growth, we are currently seeking a Manager with experience in financial services.

### KEY RESPONSIBILITIES

- Ability to run accounts on a day to day basis with minimal input from the Director
- Defining communications strategy, generating ideas and driving media campaigns
- Present to C-Suite level executives and other key advisers with confidence and authority
- Workflow management for junior members of the team - assigning tasks and managing workload across the client portfolio
- Ability to apply a creative approach to client briefs; initiate and run media campaigns
- Manage relationships with relevant media
- Expand existing accounts whilst maintaining a network of relationships within the marketplace
- Contribute to the acquisition of new business through pitching and marketing support

### THE PERSON

Key attributes and experience required for this role:

- 6+ years' experience of working in Corporate PR
- Proven experience in the Financial Services, with experience in asset management (including investment trusts), wealth management and pensions desirable
- Experience in running personal finance focused accounts and campaigns
- Excellent media relations skills and contact book
- Experience handling day-to-day issues on behalf of clients
- Experience in integrating digital media into day-to-day communications and campaigns
- Experienced account manager, adept at maintaining client service while juggling multiple demands
- Creative, ambitious, and confident dealing with client relationships and issues at all levels
- Team player, keen to take an active role in guiding and bringing on junior team members
- An effective team player with a collaborative and pragmatic approach to working

### 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

### Equality, Diversity and Inclusion

We seek to promote fair employment procedures to ensure equal opportunities for all. We are committed to creating an inclusive environment where everyone feels they have the opportunity to contribute.

If you have a disability and would prefer to apply in a different format or would like us to make reasonable adjustments to enable you to apply or attend an interview, please contact [hr.emea@morrowsodali.com](mailto:hr.emea@morrowsodali.com) and we will talk to you about how we can assist.