

JOB SPECIFICATION - MANAGER - INDUSTRIALS & SUPPORT SERVICES

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 Industrials and Support Services team helps international and domestic businesses operating across a variety of sectors communicate with the financial and corporate audiences that shape their reputation.

Our client list includes a wide range of businesses, from global champions and high growth start-ups to FTSE 100s and state-backed enterprises, family-owned firms and university spin outs. Current clients include Airbus, Laing O'Rourke, CRH, Essar Energy, Fresnillo, Murphy & Sons, Nordgold, Ørsted, Stelrad, Avon Protection and Volex.

Following a period of growth, we are currently seeking a Manager with experience in Financial PR/Corporate broking, advising mid and large cap listed companies as well as high profile privately owned firms.

KEY RESPONSIBILITIES

- Ability to run accounts on a day to day basis with minimal input from the Senior 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
- Cross sell company-wide expertise to existing and new clients
- Contribute to the acquisition of new business by generating leads
- 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
- To actively identify and progress opportunities for clients to benefit from other Powerscourt areas of expertise

THE PERSON

Key attributes and experience required for this role:

- Strong and relevant Financial PR/Corporate broking experience advising mid and large cap listed companies as well as high profile privately owned firms
- Sector knowledge of the industrials and support services sector an advantage
- Creative, ambitious and confident dealing with client relationships and issues
- An effective team player with a collaborative and pragmatic approach to working
- Experienced account manager, 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
- Highly engaged and credible networker with contacts amongst UK advisory community

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 and we will talk to you about how we can assist.