



Job Title: Partner, EU Public Affairs
Working For: Hanbury Strategy
Location: Brussels-based (expect regular travel)
To start: Q1 2021
Salary: Competitive and dependent on experience
Hours: 40 hours per week

About Hanbury Strategy

Hanbury Strategy is a fast growing strategic advisory firm that provides public affairs consulting and counsel to clients from the FTSE 100 through political bodies to fast-growth, disruptive start-ups.

In just four years, Hanbury has grown to nearly 70 people with offices in London, Brussels and Berlin with further ambitious plans for 2021 and beyond. Hanbury's fast-expanding EU team, based across all three offices, focuses on delivering analysis and strategic advice on political and regulatory developments in Brussels and Member States for an enviable client portfolio.

Previously described as 'one of the most exciting start-ups in the space' Hanbury's PA team is fast growing with experienced campaigners and policy professionals that have advised CEOs, government affairs teams and major investors across Europe.

The Role

Hanbury has grown significantly since its formation four years ago. We are looking to take on an exceptional and ambitious Partner to help drive further development of our EU PA team. Partners at Hanbury have responsibility for high added value analysis, strategic advice, direction of a portfolio of clients and delivering client revenue (both organically and through new business). They drive the delivery of overall team targets, managing and developing the people in the team and raising the profile of the Hanbury's expertise externally.

Responsibilities will include the following:

Business Development and Marketing

- Generation and conversion of new business leads within the PA team (in partnership with the rest of the senior team). Playing a role in marketing our offer, representing Hanbury at external events, actively networking and building relationships.

Strategic and Commercial

- Overseeing a significant client portfolio (driving each client forward and growing the revenue), sharing responsibility to set and achieve the overall team P&L targets and demonstrating an ability to price and deliver profitable programmes

Client Servicing

- Leading client relationships across the portfolio, consistently under promising and over delivering, focussing on impact not inputs. Identifying and addressing client issues, staying on top of trends and industry knowledge to underpin sound client counsel

Leadership

- Creating a positive working environment where all members of the team feel able to contribute
- Likely to assume line management responsibility for at least two team members with responsibility for professional development, progression and wellbeing. Setting clear expectations and goals for all team members and providing appropriate support

Culture

- Treating everybody in the team fairly and creating an environment where people feel supported and able to deliver their best work
- Investing in the culture of the business, supporting Hanbury's values day-to-day and taking time to celebrate the successes of the team

About You

- This is a fantastic opportunity for someone with a strong track record across the full public affairs skillset
- You will be a lateral thinking, self-starter, comfortable building teams and propositions in new areas, excited by a fast-paced environment
- You have experience in an agency or in house position working with EU bodies and national governments; preferably you've had experience working in the EU Institutions
- You have detailed knowledge of EU financial services and/or digital policy; knowledge of EU health policy would be an advantage

- The new partner will be a highly credible professional with a keen interest in growing and shaping something new, different and exciting
- This partner will inspire, lead and manage the EU public affairs practice and, as a member of the firm's leadership team, will act as a role model for the whole agency

Further Details and Benefits

- Remote working expected for much of Q1 2021, returning to our central Brussels office when regulations allow. Working hours of 9.00am-6.00pm with an hour for lunch
- 26 days' leave per annum (pro-rata), plus bank holidays and discretionary additional days off between Christmas and New Year
- Generous partner bonus scheme, rewarding both growth and client service
- Pension scheme in which Hanbury contributes a proportion of your monthly gross salary
- Complimentary International Employee Assistance Programme
- Access to a full social and cultural calendar and employee wellness programmes
- A rich and diverse people development programme including fortnightly internal training sessions and a full annual programme of external trainers and inspirational speakers

How to Apply

Please send both your CV and cover letter to Partner & Head of People Jane.fordham@hanburystrategy.com. Should you be considered for an interview, we will contact you by email within two weeks.

Hanbury Strategy is an equal opportunities employer and welcomes applications from all suitably qualified persons regardless of age, disability, gender or gender reassignment, marital or civil partner status, pregnancy or maternity, race, religion or belief, colour, nationality, ethnic or national origin, sex or sexual orientation. As part of our commitment to equal opportunities, we are open to discussions about alternative working patterns or hours.