

## Advisory Content & Relationship Manager *mergermarket Research*

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Company: mergermarket

Location: London, UK

Remuneration: competitive

Position Type: Employee

Employment type: Full time

Start Date: February 2012

**mergermarket's research division is looking to hire an Advisory Content & Relationship Manager. mergermarket is a media company specialised in providing information and analysis for the Mergers & Acquisitions (M&A) market.**

As the Advisory Content & Relationship Manager, based from our head office in London and reporting to the Head of Research, you will be responsible for overseeing all aspects of the Research team's relationships with the M&A advisory community (financial, legal, PR and accountants) and advisory coverage on the deals database. You will work closely with the Head of Content to ensure advisory coverage meets the high standards required by the business and will also work closely with the regional teams' Research Managers to ensure the on time completion of advisor-related research processes.

Main duties and responsibilities include:

- Managing a team of regional Research Relationship Managers and ensuring the team develops and cultivates advisory relationships;
- Assessing and implementing strategies to expand advisory coverage;
- Maintaining and reviewing the criteria for inclusion of M&A deals in the product;
- Expanding the submission processes for private equity firms and for ECM related content (primarily IPOs);
- Managing the advisory challenge procedures and dealing with difficult deal scenarios;
- Meeting with a range of advisory firms to discuss submissions, criteria and content on a regular basis;
- Creating and leading other communication initiatives with advisory firms, such as round table discussions;
- Managing advisory submissions processes, including working with offshore processing teams;
- Continuous assessment of efficacy and efficiency of research communication and submission processes;
- Regular liaison with commercial teams covering ongoing processes, new leads and commercial priorities;
- Provision of performance reports to the Head of Research.

Skills required:

- An interest in mergers & acquisitions and the financial markets in general
- Outgoing personality
- Excellent organisational skills
- High standard of communication skills (written and verbal) and excellent interpersonal skills
- Ability to work to tight deadlines
- Ability to work with multiple managers and staff in different locations

- Proactive work ethic
- Professional, client facing experience an advantage
- Ability to be flexible regarding working hours in order to meet deadlines and work with a global team

If you are interested in applying for the role, please email your CV and a cover letter outlining why you are interested in the role and why you are suited for it to [careers@mergermarket.com](mailto:careers@mergermarket.com), quoting reference 'MMRes Global RRM'.

Application deadline is 15 February 2012.

mergermarket is an equal opportunities employer and as a fast growing company, offers the ideal candidate an opportunity to develop their skills and widen their financial services industry experience.

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