

Associate Director

– Natural Resources

About the Team

We are a highly regarded sector specialist team, market leader in the mid-cap oil & gas and mining sectors, who provide strategic communications support to a wide range of UK and international natural resources companies. We have deep industry expertise which we use to give best advice on a broad range of issues, from supporting IPOs, transactions and pre-market profile building; to provision of proactive and calendar-focused advice; through to crisis management and integrated media strategy mandates.

The wider Buchanan team includes consultants specialising in strategic communications and includes former journalists, investment bankers as well as sector experts. We take great pride in producing the best results for clients as well as ensuring we work within a positive team environment, which for us means retaining our non-hierarchical, collaborative and dynamic team.

The Role

Your role as an Associate Director will mean you are the day-to-day client lead for a variety of natural resources and energy businesses. Working alongside senior advisors and junior team members, your role will be to provide consultancy to clients as lead where appropriate and in a supporting role in other situations. There is a focus on new business generation, from networking, through developing high-quality client proposals, to pitching. This role will require travel, but will primarily be based in London. It is a fantastic opportunity to be part of a successful and growing team.

Responsibilities will include:

- Owning certain client relationships with limited senior supervision; preparing and delivering the client programmes;
- Giving support on other client accounts, focusing on client retention through exemplary service delivery
- Having a working knowledge of the key issues pertaining to natural resources, including resource classification and reporting standards;
- Being fluent across all media channels, including digital and social engagement
- Maintaining strong relationships with the media, industry analysts and sector specialists
- Supporting business development activities, both through growing current accounts and identifying and winning new business opportunities
- Knowledge sharing with junior team members
- Demonstrate strength and breadth of the team to clients

Skills and Experience

The ideal candidate for this role will have:

- Strong consultancy experience and advisory skills, with a track record of advising companies in strategic, corporate and crisis communications across sectors, but with some specific experience in the energy and Natural Resources sector
- Excellent written, numerical and analytical skills
- A demonstrable interest in, and knowledge of, business and current affairs
- An extensive understanding of financial information and the ability to communicate financial data to a variety of audiences
- Strong networking skills in order to be an ambassador, both internally and externally, for Buchanan - continually seeking to broaden knowledge and a contact base through networking across the City
- An enthusiasm to be a part of a team, with an ability to maintain good working relationships with senior and junior team members
- Meticulous attention to detail

Remuneration

The remuneration package is attractive, with a competitive basic pay, bonus incentive as well as pension, health insurance and other benefits.