

Strategy & Corporate Development Manager

Based: UK (Flexible)

Reports to: Group COO

Group Overview: YMU Group is a leading management and professional services company based out of the UK and US. Our mission is to bring added success to everyone who deals with us – both talent and industry clients. We aim to create the circumstances where talented people can build their reputation, influence and success.

We work courageously and persistently with elite talent and clients who represent the best in the industry. We provide a portfolio of services to a wide range of professionals consisting of leaders in entertainment, film, music, radio, television and sport, including athletes, authors, digital influencers, media rights holders, musicians, producers and TV personalities

We strive to be the best company to work for, and are constantly looking for ways to improve on every level, from providing excellent services to our clients, to staff satisfaction, to diversity and inclusion, mental health and wellbeing

Our core values: ***We are client first:*** The Group's entire purpose and DNA is centred around serving our clients first and foremost

We are collaborative: We are the many not the few. Clients can access breadth and scale of our service

We are curious: Our clients expect us to be progressive, innovative and informed.

We are egoless: Team is at the core of everything that we do, and the strength of the team is in the collective, not the individual

We are courageous: We are clear about who we are even when that can be deemed as controversial

Job Purpose: YMU Group is looking for a high performing executive to help the Group plan and execute growth opportunities, integrate recent and future acquisitions, and improve operational performance. This job requires an individual who able to both think strategically and innovatively, but is also willing to roll up their sleeves and implement the plans they help develop.

Success in this role will be tangibly helping YMU Group identify the next expansion opportunity for the Group to pursue, develop and execute a clear integration plan in the UK and US, and improve internal operational capabilities to help support the Group into the future.

This is a wide-ranging and exciting opportunity to make a real difference in one of the world's leading talent management companies.



Key Responsibilities:

- Conduct external research and data gathering to keep up to date on market trends and competitor landscape, to generate insight on how the market is evolving, which will help inform the company's key growth decisions. Identify and recommend areas YMU should invest in.
- Assist with integration of future acquisitions.
- Identify potential upgrades to systems and processes that would improve YMU's efficiency and effectiveness, and work with IT provider to implement any chosen systems where necessary
- Partner with divisions to ensure the Central team is informed about divisional challenges, and work with divisions to find solutions.
- Work with others in the Central team to continually improve people strategy, including remuneration, recruitment, performance management, L&D (working closely with the Head of Performance), diversity and inclusion, and succession planning.
- Assist divisions with annual business plan process and assist in driving the deliverables.
- Work on ad-hoc projects across the Group as required.

Person requirements:

- At least 3-5 years' experience (Senior Associate / Junior Manager level) working for either top-tier strategy consulting firm, or in a corporate strategy or business operations team.
- Knowledge of the Media and Entertainment landscape would be beneficial, but absolutely not essential, as we will value the way you think and operate, as well as your aptitude to learn and your curiosity.
- Strategic mindset with strong analytical skills, with the ability to take complex problems and develop simple solutions, including communicating the value of the solution to multiple stakeholders to gain buy-in
- Strong project management and execution skills.
- Experience of integrating businesses and / or business units, with ability to demonstrate success in overcoming the significant challenges of integrating people successfully
- Ambitious and highly motivated self-starter.
- Excellent verbal and written communication and presentation skills.
- We offer flexible working, and as such, you can be based anywhere in the UK. However, you will be required to travel to our London and Manchester offices, as well travel to USA from time to time.

What we Offer...

We offer a wide variety of benefits including:

- Colleagues Incentive Scheme
- Private medical after 12 months' service
- Enhanced parental leave
- Employee pension scheme
- Unlimited holiday
- Access to flexible working conditions

Equal opportunities:

YM&U Group is an equal opportunity employer. All qualified applicants will receive consideration without regard to protected diversity characteristics such as race/ethnicity, religion, sex, sexual orientation, gender identity, national origin, disability or veteran status. All successful job applications are subject to referencing and background checks.