



Head of Government Relations, UK and Europe



020 7340 6480 ellwoodatfield.com

105 Victoria Street, London SW1E 6QT



Headlines

Title:	Head of Government Relations, UK and Europe
Package:	Competitive
Location:	London
Reporting to:	President - Europe
Website:	www.pragroup.co.uk

The organisation

PRA Group is a world leader in acquiring non-performing loans. With more than 4000 employees and 43 million customers in 17 countries, PRA Group companies collaborate with customers to help them resolve their debt and provide a broad range of additional revenue and recovery services to business and government clients.

Our goal is to make debt repayment fair and affordable.



Fair and respectful treatment of our customers



Affordable solutions for getting out of debt and repairing credit history



Committed to helping customers repay within their budget

POSITION SUMMARY

The Head of Government Relations, UK and Europe is a key member of local Leadership Teams in the UK and Europe. This new role offers the successful candidate the opportunity to influence and guide the way in which Government Relations and Public Affairs are approached by PRA in the UK and Europe. The role-holder will be responsible for setting and leading the Government Relations agenda within PRA and will work with legislators, regulators, and trade organisations to ensure that developments in policy are understood and where necessary the views of PRA Group are heard. The role-holder will also work closely with financial services industry trade associations to represent the varied interests of the Firm.

Key stakeholders will be Heads of Businesses, Members of the European Executive Leadership Team, Senior Vice President, Public Policy & Communications, and Group Compliance.

This role requires a credible Government Relations professional who is able to operate in both a strategic and operational capacity to impact the European and UK regulatory environment and provide regular legislative briefings to key decision makers.



KEY RESPONSIBILITIES

First 100 days

- Build relationships with key personnel in the UK and the senior EU team
- Liaise with Legal department and the business to understand current legislative and regulatory challenges
- Understand and adopt a highly compliant approach, commensurate with PRA's core values
- Build relationships with external agencies and legal advisors
- Create a proposal and obtain endorsement for short and medium term impact
- Clarify the main public policy messages PRA should be adopting
- Identify and track key pending legislation and regulatory change
- Connect with trade bodies in the UK and recommend others elsewhere in Europe
- Co-ordinate and empower local efforts to build relationships with appropriate bodies and people to help with the influencing agenda

Best Practice Code for
Debt Collection
and Recovery

LET'S DO MORE TOGETHER



KEY RESPONSIBILITIES Cont.

Longer-term responsibilities

- Brief leadership and influence the strategic response to political and legislative developments across the European region
- Establish appropriate procedures to track and analyse pending legislation/ regulation affecting PRA
- Produce comprehensive written documents such as testimonies, statements, letters, briefings, presentations, and other informational materials in order to advance PRA's legislative and regulatory goals
- Develop and maintain legislative and agency contacts and maximise the benefit of the Company's investment in these relationships
- Develop and maintain close working relationships with industry contacts, membership bodies, and coalitions, in order to establish the cooperative alliances needed to protect and further PRA's interests
- Meet with UK and EU legislators, policymakers and staff and communicate the PRA's position on key legislative and regulatory matters
- Respond to white papers and regulatory consultations where appropriate
- Establish lobbying policy and act as central support to senior management who represent the Company externally
- Understand potential legal and cultural barriers to company's goals and create solutions for those barriers
- Build relationships with US counterparts and knowledge of the regulatory environment for a NASDAQ listed financial services entity



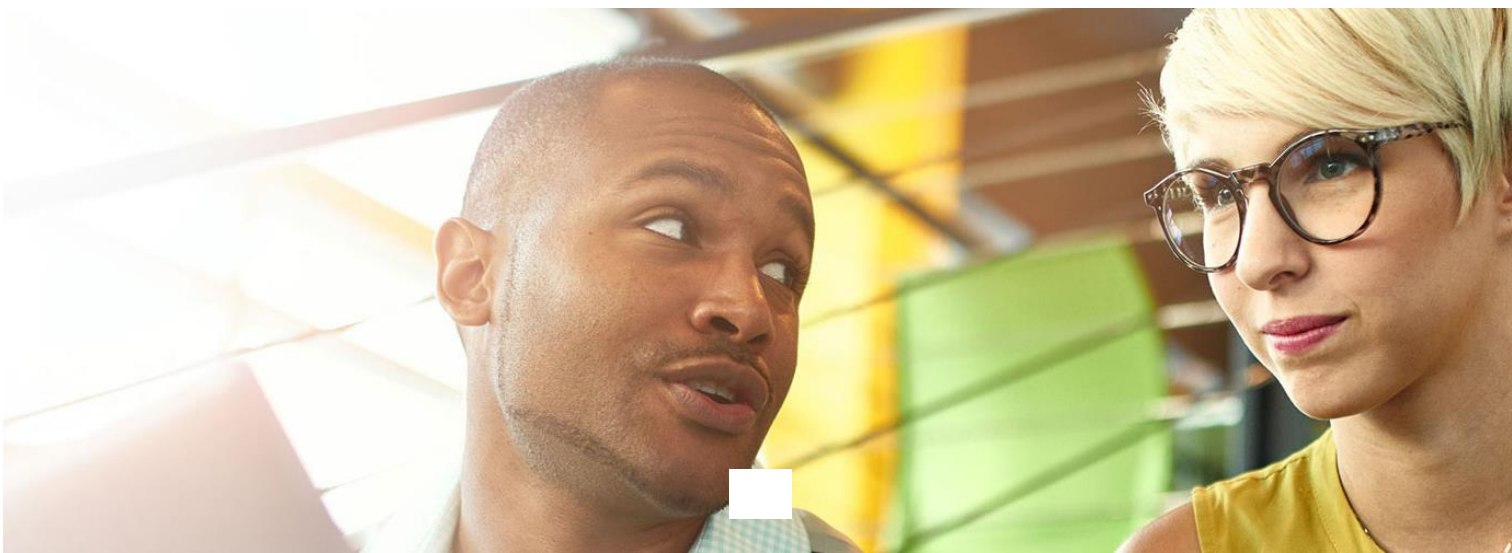
PERSON SPECIFICATION

Professional Requirements/Qualifications:

- Graduate with significant senior level government relations and public policy work experience
- Extensive knowledge of legislative and public policymaking process, political trends, agency procedures
- Ability to interpret EU and UK law and influence policy and law, with direct experience of lobbying
- Familiarity with regulations related to consumer credit and collections
- Able to discern and analyse the impact of multiple issues on a given situation and to translate this into practical advice at speed
- Experience of working in partnership and collaboration; building relationships and able to work effectively with a broad range of stakeholders and partners
- Strong influencing skills and the ability to adapt style to different audiences
- Highly articulate with excellent written and oral communication skills
- Strong analytical skills and the proven ability to develop commercially focused solutions

Values & Personal Characteristics:

- Ability to build credibility easily
- Resilient, ability to navigate ambiguity and problem solve
- Exhibits role model behaviours in line with organisational values
- High level of personal integrity
- Strongly compliant approach
- Creates a climate of trust, openness and respect and is able to relate well to others.
- Confident and persuasive team player
- Results focused, self-motivated and driven



OUR CORE PRINCIPLES

Our core principles

All PRA employees share a common set of values and commitments that define how we treat each other, how we relate to our customers, and the responsibilities we have to shareholders, regulators, clients, and others. Simply put, they're the principles that reflect our company's culture, why PRA was started, and who PRA is today. Our goal is for every PRA employee to personalise and live these shared values—because they are guidelines for



Our employees share a common understanding and culture of how we treat customers and each other.

COMMITTED to always doing our best work.

ACCOUNTABLE for our actions.

RESPECTFUL in our interactions with each other.

ETHICAL in every situation.

SUCCESSFUL in helping our customers.



NEXT STEPS

Ellwood Atfield recruits for organisations that are seeking to influence their external environments.

We are specialist headhunters recruiting within communications, public affairs, corporate affairs, sustainability, policy, regulatory, and media relations.

Following interviews with Ellwood Atfield, successful candidates will be invited for interviews with the PRA Group.

We are committed to diversity and proud that, in acting for our clients, we select candidates regardless of race, sex, sexual orientation, disability, religion or belief, being or becoming a transsexual, being pregnant, married or in a civil partnership and age.

The closing date for applications is 14th November.

Please contact Geraldine Hetherington or Gavin Ellwood for an initial discussion.



Geraldine Hetherington is a Management Committee Director of Ellwood Atfield and specialises in search work for trade associations, professional bodies, think tanks, charities, and corporates. A qualified solicitor, she spent 16 years in headhunting. Geraldine was the Chief Operating Officer of Hudson Global, Inc. in the UK and the former HR Director of Monster and TMP.

07540 726 238 geraldine.h@ellwoodatfield.com



Gavin Ellwood is the founder of Ellwood Atfield and has over twenty years' headhunting experience. He advises the Management Committees of a diverse range of organisations and global brands. His specialism is the appointment of CEOs, Chairs and NEDs of trade associations and professional bodies. Gavin is a Past Master of the City of London Company of Communicators.

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