

THE CLIENT

SOCIETY OF MOTOR
MANUFACTURERS AND TRADERS

Departments

Communications & International Department, Public Policy & Vehicle Legislation- Policy & Economics, Technology & Innovation

Points of contact

Director of Policy and Government Affairs, Director of Communications, Senior Technology and Innovation Manager, Director of Group HR



“WE STARTED WORKING WITH POLICY BY MURRAY IN 2016, THEY’VE SHOWN A REAL UNDERSTANDING OF THE MARKET AND OUR ORGANISATIONAL NEEDS. THE TEAM ALWAYS MAKE THE EFFORT TO UNDERSTAND REQUIREMENTS THOROUGHLY AND BEYOND THAT, APPRECIATE THE IMPORTANCE OF CULTURE FIT TOO.”

Katie Milbourn, Director of Group HR

OUR PARTNERSHIP APPROACH

HOW WE SUCCESSFULLY DELIVERED

Background

Policy by Murray have worked with the Society of Motor Manufacturers and Traders since 2016, across a number of departments including public policy and Communications & International Department.

Challenges

Finding credible candidates who have a real passion for the subject matter, which is often highly technical.

Solutions

Working on a retained basis, we developed our process to suit our timescales of our client and produce strong shortlist of stand-out candidates who are well qualified on skillset, as well as motivation.

Results

Nine permanent placements including economists, niche tech and innovation policy roles, as well as their first Government Affairs hire based in Brussels.

- International Trade Policy Manager
- Senior Policy Manager FTC
- European Government Affairs Manager
- Press Officer
- Government Affairs Manager
- Economist
- Technology & Innovation Manager
- Environmental Policy Manager
- Senior Communications Manager

ABOUT OUR RETAINED RECRUITMENT PROCESS:

1

COMMENCEMENT

We begin with stakeholder meetings to gather insights and secure buy-in. This understanding enables effective representation of your organisation to potential candidates.

2

CAMPAIGN PREPARATION

Through a comprehensive headhunt, we leverage market knowledge, networks, and databases for targeted research across sectors. Our 'market-mapping exercise' assesses candidate pools to identify the best-fit individuals for the position.

3

SEARCH

We execute a dynamic campaign using internal processes and online media across platforms such as our website, LinkedIn, PRWeek, PubAffairs Networking, GuardianJobs, Reed, and social media. This strategy maximizes exposure and attracts suitable candidates.