

## PubAffairs Profile

Name	Rich Wiltshire
Job Title	Account Manager
What academic /professional qualifications do you have?	BA (Hons) International Studies
How did you get into Public Affairs?	After travelling for a couple of years after university I landed a job working at Goldman Sachs, which I intended as a stop gap to raise some much needed funds before entering a political based job. However working at Goldmans is a unique experience and I stayed a lot longer than I intended. After two years in finance I left and decided to devote my all of my time to finding a job in the political arena. (I found that working at Goldman Sachs and job hunting was not compatible.) An absolute godsend was finding the Directory of Political Lobbying at Politicos bookshop. I put together a CV and letter with some useful advice from the careers centre at UCL (which cost me about £40 I think) and wrote off to all the appropriate consultancies in the Directory. Having Goldman Sachs on the CV was useful and I got asked to quite a few interviews. Connect seemed to be the best fit for what I needed and when they offered me the job I jumped at the chance. I had to start at the bottom, and even though I was 25 years old I was grateful for the opportunity to learn what I needed and make my way up the ladder, which I did quickly enough.
What others careers did you consider?	None. I wanted to work in politics since the age of 18.
How did you get your current job?	See above.
What characteristics do you need to work in Public Affairs?	You need to be able to juggle multiple and diverse issues at the same time — one minute you could be advising a General Secretary of a big trade union on employment legislation; the next a Chief Executive of a big corporate on future regulation. If you mess up you need to be able to pick yourself back up and learn from your mistakes.
What skills are most important in your job?	You need to be able to master issues quickly and then get inside them with some lateral thinking. The ability to communicate effectively goes without saying.
What does your current role entail on a day to day basis?	Today I ve worked on a Bill going though Parliament; organised a meeting with a shadow Minister; sent a mailing out to about 80 selected Parliamentarians; invited speakers to a fringe meeting for Labour conference and helped write a proposal for potential new business.
Which campaign that you have worked on are you most proud of?	We worked for BAAF (the British Association of Adoption and Fostering) to amend the Adoption and Children Bill to allow unmarried couples to adopt. At the start of the campaign the DoH was completely against the idea by the end even the PM voted for our amendment. I ve since met unmarried couples who ve adopted and its great to know that I helped them achieve that.
How do you go about making contacts?	The best networking advice I ever received was to introduce yourself to the person who s standing around by themselves not talking to anyone. They ll be

	grateful for the conversation and you might make a good contact. It s served me well over the years.
How has networking at PubAffairs helped you?	Public Affairs is an incestuous business and when you join the industry it can seem like everyone knows everyone else. When I went to my first Labour Party conference in 2001 I trailed around behind my boss as he stopped and chatted again and again to the many people he knew. In 2002, after PubAffairs had been running for 10 months, it was a different story and suddenly I knew a whole multitude of people, which helped to fill me with confidence. I think my boss was quietly impressed too.
What advice would you give to anyone looking to break into Public Affairs?	Be persistent.