

Henry Muirhead-Smith, Co-Founder and Director at The CV Pack (www.thecvpack.com), and Barclays Alumnus, 2011 - 2018

What was your first role at Barclays?

I joined Barclays in 2011 on the Graduate Scheme where I worked in Corporate Banking Coverage, providing FTSE 100 through to mid-corporate clients with debt, trade and cash products. It was a fantastic role, I managed my own portfolio of clients, attended client meetings daily and learnt a huge amount about the technical aspects of corporate banking and balance sheet lending.

Following a two-year stint in Corporate Banking Coverage I moved into a Natural Resources Credit Risk position in the Investment Bank, where I managed the credit risk exposure for a portfolio of oil and gas, mining and chemicals companies. This role offered me the opportunity to develop my skill set across both Corporate Bank and Investment Bank products, where I was able to analyse the financing structure of transactions that were both capital market (ECM and DCM) and bank led.

After two and half years in Credit Risk and having worked closely with a number of M&A and Corporate Finance bankers I then moved into M&A and Corporate Finance, where I focused on Natural Resources and UK based transactions. During my time in M&A I was able to develop skills in merger modelling, leverage buyouts and valuation.

What did you enjoy?

I benefited from a wide range of experience at Barclays, however I enjoyed the client interaction the most. I was able to build strong personal relationships with my portfolio of clients in Corporate Banking, attending client meetings, networking and social events, all of which I thoroughly enjoyed. This client interaction continued in the Investment Bank, where I enjoyed consulting our corporate clients on strategic M&A and returns based guidance for financial sponsor clients. This client interaction is still one of my favourite aspects of working as Co-Founder at The CV Pack and is one of the main reasons I decided to start my new venture.

What were your reasons for leaving?

I worked for Barclays for 7 years, from 2011 to 2018, however I had always wanted to work on a start-up. I decided to leave Barclays when I realised that there was an opportunity to help customers that were not currently being served in the CV, Cover Letter and LinkedIn profile writing space. There were a number of providers already in the market but all were managed and run by ex-recruitment consultants rather than those that had actually worked in industry. On the back of this my co-founder and I decided to set up The CV Pack, where we provide individuals with all levels of experience from undergraduate to CEO with professionally written CV, Cover Letter and LinkedIn profiles, tailored to their level of professional experience and the job role they are targeting.

What career development and experiences did you have and how has this helped you?

I was able to benefit from a wide range of career development opportunities whilst at Barclays, from managing my own portfolio of clients, through to providing strategic advice on M&A transactions. The skills I learnt whilst at Barclays have assisted me in my current position. Where we put our clients at the centre of everything we do and work to provide outstanding levels of service that are tailored to our clients' individual needs.

What is your role now and how are you finding it

I am the Co-Founder and Director of The CV Pack (www.thecvpack.com), which is an online provider of professional CV, Cover Letter and LinkedIn profile writing services. We help individuals from across the world write succinct, impactful CVs, Cover Letters and LinkedIn profiles that help them get the jobs and careers they want. It is incredibly satisfying as the company's success is completely reliant upon the actions that I take day to day. I have thoroughly enjoyed helping our customers, from undergraduates securing positions on graduate schemes, through to directors at Google and those looking to return to work following sick leave, extended maternity leave, career breaks and other circumstances. Our feedback has been outstanding so far and this is testament to having a great team of writers that ensure that our customers' needs are central to everything we do at The CV Pack.

What do you feel an Alumni programme can offer?

I think that it is incredibly important to ensure that we keep in touch with all past networks, whether from school, university, previous employers and from our time at Barclays. These networks serve to be mutually beneficial to everyone involved. Whether it's for friendship, to share knowledge and resources or to build commercial relationships with one another in the future. I have kept in touch with previous colleagues from across the bank and will continue to do so through the Alumni platform.

If you had to share advice to a Barclays Alumni who was considering an option to return, what would you say?

Given the ever changing nature of the banking industry I think we can all appreciate the opportunities that may emerge at Barclays that may not have been there previously. I would say that if the time is right in your career and Barclays is offering the development opportunities that you are after then it makes sense to return to the bank. After all we are all facing long careers ahead of us so it makes sense to keep all options open!