

Dirk Eilers

Partner

Dirk is a Partner at PSFI and focuses primarily on pricing and profitability enhancement. He has more than 18 years' experience working for magic circle law firms and also logistics giant UPS.

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About Dirk

Dirk has more than 18 years' experience working for magic circle law firms and also logistics giant UPS.

In his law firm time, he has supported more than 200 partners in their daily commercial issues. As part of his portfolio, he developed a process that resulted in annual increases of hourly rates. This, together with the design and implementation of improved pricing procedures led to average annual billing rates increases for new matters of 10% over multiple consecutive years.

During his time with UPS, Dirk held a broad range of positions relating to pricing and revenue management at all organisational levels. He spent more than eight years working internationally. Dirk was also responsible for the coordination of the firm's EMEA revenue planning process involving more than 90 countries.

Dirk delivers his work in both English and German.

Experience

- ◆ More than 18 years' experience working for law firms and UPS
- ◆ Global pricing projects
- ◆ Implementation of new pricing processes
- ◆ Delivering training on pricing and profitability
- ◆ Developing pricing tools for modelling fee arrangements and calculating profit

Education and qualifications

- ◆ Graduated Economist – Christian-Albrechts-University of Kiel, Germany