

# Ebba Bahl

## Partner

Ebba is a business development professional, with over 20 years' experience working for a wide range of domestic and international professional service and law firms. As a coach and lawyer, she specialises in the strategic business development and client relationship management challenges of her clients, both domestic and international.

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## About Ebba

Ebba has over 20 years' experience working for a wide range of domestic and professional international service and law firms. In addition to her proven track record, she brings the perspectives of a qualified lawyer and executive coach. Her expertise and coaching skills help her engage with professionals at all levels to define, align and implement personal strategies to those of their firms.

Ebba's approach helps her clients discover and overcome barriers, strategically develop business on a long term, sustainable basis and to build critical client relationships. Clients value her interest in people, her ability to listen deeply and to ask the right questions. They also value her deep understanding of the inner workings of professional service firms, especially law firms. As a lawyer herself, she understands and speaks their language. Ebba regularly collaborates with people across international borders and has a track record of successfully running complex projects. Clients value her combination of strong communication and analytical skills as well as her strong networking abilities.

Ebba has held a wide range of leadership roles within different law and consultancy firms. She began her career for an international law firm in Cologne and last worked for the leading law firm in Luxembourg. Past roles range from marketing and PR to strategic business development and key account management. She has led global industry and practice groups as well as major client accounts. Ebba was also a member of her firm's diversity group and regularly designed and implemented BD development programmes for partners and associates.

## Experience

- ◆ Client teams – developing global client teams to enhance the contribution to their client
- ◆ Developing business – supporting lawyers to find their role within their partnership by developing a business case aligned to the firm's strategy using both coaching and consulting approaches
- ◆ Leadership – coaching partners on their personal strategies to develop and lead team members
- ◆ Supporting law firms to shape a firm culture based on greater diversity
- ◆ Advising a small law firm two years after their foundation on their remuneration system

## Education and qualifications

- ◆ Certified Coach (DBVC) – Institute of Psychodynamic Organisational Development and People Management, Düsseldorf
- ◆ Six month Executive Management Program, Saïd Business School, Oxford
- ◆ Qualified lawyer at the regional court of Dusseldorf