

Ori Wiener

Chair

Ori is one of the leading international authorities in the areas of strategic business development as well as pricing, fee negotiation and profitability improvement. Ori regularly delivers international development programmes and has worked with senior and mid-level executives from over 75 professional firms including investment banking, asset management, accounting, consulting and law firms.

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About Ori

Working as a strategic advisor and executive coach Ori supports leading law, accounting, tax advisory and financial services firms. Clients value his highly pragmatic focus, broad experience, knowledge of the professional and financial services sectors and his ability to support them through a flexible mix of consulting, coaching and teaching.

Clients consistently report significant profitability improvements directly attributable to his work.

Ori was the global head of business development at a leading, global law firm. In this role he focussed on building the firm's market leading sector-based business development capabilities. He also led the firm's highly successful strategic pricing initiative. Previously, he spent over 16 years with leading investment banks in various international corporate finance roles. As such he brings a unique combination of perspectives as a fee generator, a client, an insider and as a consultant/ coach to professional service firms.

He is the author of High Impact Fee Negotiation and Management for Professionals, one of the few books specifically written for the use of professionals in connection with fee negotiation and profitability management.

Ori delivers his work in both English and German and can also support Spanish based programmes.

Experience

- ◆ Design and delivery of fee negotiation and profitability programmes to over 4,500 partners and senior executives from a broad range of leading international and regional professional services firms
- ◆ Design and delivery of a ground-breaking development programme on "Trusted Adviser" for a leading global investment bank
- ◆ Strategic consultant and executive coach with more than 35 years of professional experience

Education and qualifications

- ◆ Master Practitioner Diploma in Systemic Team Coaching, Association of Executive Coaching (AoEC)
- ◆ Meyler Campbell Business Coach Programme
- ◆ Fundamentals in Systemic Coaching and Constellations
- ◆ MBA, London Business School
- ◆ BA in Biochemistry, Oxford University