

# Clint Evans

## Principal Consultant

Clint focuses on the challenges and dilemmas faced by leaders and partners of professional firms particularly when dealing with issues of strategic change and performance improvement. He uses his background as a CEO/COO and as a Director in strategy, marketing & business development, finance, HR & learning, and legal operations to tune into business challenges and workable solutions from multiple angles.

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## About Clint

Clint acts as mentor, coach and advisor to leaders and partners of professional service firms. He has been a CEO and COO in international firms and was commercial director at a major business school. Within professional services he has worked in law, accounting, and consulting businesses at Board level. As a Director and Management Consultant, he has worked on strategy development, major change programmes, and led many business services teams. His most recent client work involves reviewing business services functions; shaping new business ventures; providing decision support on business investment cases; and acting as a coach and mentor at Partner/Board level. Clint originally qualified as a Chartered Accountant with Deloitte before moving to management consulting and leadership roles.

His original consulting background was at Deloitte in strategy and organisational design. Prior to working in management consultancy, Clint qualified as a Chartered Accountant with Deloitte. He is also designs and delivers learning programmes and facilitates workshops at Board/Partner level. Clint has held a number of CEO, COO and other board level roles at BLG (now Clyde & Co.), RPC, BDO, Clifford Chance and Henley Business School. Through working as a Director across several business specialisms including HR and learning, marketing and business development, and legal operations, Clint sees issues and solutions from a multidisciplinary point of view. He is also a qualified business coach with Meyler Campbell and Henley Business School.

## Experience

- ◆ Full P&L responsibility and led strategic change and development as CEO at Barlow Lyde & Gilbert. Led all partner performance reviews; directed all business functions – finance, marketing, international operations, HR, IT, learning, research, facilities management. Turnover improved by 9% year on year and improved overall profit for first time in five years.
- ◆ Chief architect of all strategic change projects involving clients, markets, innovation, and people as de facto COO at RPC. Board responsibility for brand, marketing, sales (inc pricing), HR, learning, knowledge management, legal operational support, and business continuity. Directed business change towards improved market positioning, diversification, and resultant revenue growth (11.5% compound over five years).
- ◆ Led a global rebranding programme across 20 countries at Clifford Chance.
- ◆ Board member responsible for commercial, marketing and business development and fund income generation at Henley Business School.

## Education and qualifications

- ◆ Fellow – Institute of Chartered Accountants in England and Wales (FCA)
- ◆ Business & Finance Professional – ICAEW
- ◆ Meyler Campbell – Business Coach
- ◆ Post graduate certificate (Henley Business School) – Coaching
- ◆ MA Kingston University – Creative writing & literary criticism
- ◆ BSc Kings College, London – Pharmacology
- ◆ Qualified practitioner (Level B) in psychometric instruments including MBTI, Lumina