

Uli Kleinsteuber

Principal Consultant

Uli is an experienced international COO and former management consultant. His focus is on growing or transforming legal and other professional services firms, helping firm leaders implement complex change and deliver their strategy.

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About Uli

After 10 years advising blue-chip business on marketing and service transformation at EY and AT Kearney, Uli held senior roles as regional COO in UK law firms Linklaters and A&O Shearman and as European MD at US law firm Goodwin.

In his most recent roles, Uli implemented the successful transformation of a €150m European business into a much larger, more profitable and diverse business two years ahead of plan. He also recently helped lead the A&O Shearman integration for the largest US-UK law firm merger in recent times.

As European MD for Goodwin Proctor, Uli advised the region's managing partners with growing the international business and developing new business services infrastructure. He helped double revenue in two years and increased headcount from around 90 to 185 lawyers, integrating 20 new Partners, three Operations Directors and 70 lawyers and staff, helping transform the firm to one of the go-to firm in its target sectors.

Uli is a proven, cross cultural people and business development leader, expert in delivering transformational change, leading high-performance teams and fine-tuning or scaling operations. He is experienced in delivering breakthrough results in Legal and other sectors.

Experience

- ◆ Has implemented successful turn-around programmes in different geographies reducing costs/achieving profit increases.
- ◆ Has built high performing Business teams in the UK, continental Europe and global financial centres.
- ◆ Doubled revenue within two years for three 'startup' professional services organisations.
- ◆ Was a panellist at London Legal Market conference (May 2018) and New Beginnings under Brexit; Private Equity Operations leader Summit (June 2018)

Education and qualifications

- ◆ Executive leadership programmes at BT
- ◆ Change leadership coaching and programme management at AT Kearney and EY
- ◆ MSc Chemistry 1994 (1st class)
- ◆ Master thesis in Organometallic Chemistry, Bonn university