

Dirk Eilers

Partner

Dirk is a Partner at PSFI and focuses primarily on pricing and profitability enhancement. He is experienced at design and implementation of improved pricing procedures as well as pricing and revenue management at all organisational levels. He has more than 18 years' experience working for Magic Circle law firms and also logistics giant UPS.



Mobile +49 (0) 173 341 8247
Email dirk.eilers@psfi.org

About Dirk

Dirk has more than 18 years' experience working for Magic Circle law firms and the logistics giant UPS.

During his time at law firms, 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 in hourly rates. Together with the design and implementation of improved pricing procedures, this led to average annual billing rate increases for new matters of 10% over multiple consecutive years.

At 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 and 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
- ◆ Leading global pricing projects
- ◆ Implementing 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