

Ori Wiener

Chair

Ori Wiener is a globally recognised authority in strategic business development, pricing, fee negotiation and profitability improvement. With a proven track record of delivering impactful international development programmes, Ori has empowered senior and mid-level executives from over 75 leading professional service firms, including those in investment banking, asset management, accounting, consulting and law.

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About Ori

As a strategic adviser and executive coach, Ori supports leading law, accounting, tax advisory and financial services firms. Clients consistently value his pragmatic approach, extensive experience, deep sector knowledge and his ability to provide tailored support through a blend of consulting, coaching and teaching. They also report significant profitability improvements directly attributable to his work.

Ori served as global head of business development at a leading global law firm, where he spearheaded the development of market-leading, sector-based business development capabilities and led a highly successful strategic pricing initiative. With over 16 years of experience in various international corporate finance roles at leading investment banks, Ori brings a unique combination of perspectives, as a fee generator, client, insider and 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 on fee negotiation and profitability management.

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

Experience

- ◆ Designed and delivered fee negotiation and profitability programmes to over 4,500 partners and senior executives from a diverse array of leading international and regional professional services firms, resulting in significant profitability improvements.
- ◆ Designed and delivered a ground-breaking development programme on “Trusted Adviser” for a leading global investment bank.
- ◆ Strategic consultant and executive coach with over 35 years of experience, providing expert guidance and transformative coaching to top-tier professionals.

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