



Ori Wiener (MCIM)

GARA Consulting

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Ori Wiener is an executive coach to senior executives of professional services organisations and a strategic business development consultant. Ori also delivers high impact negotiation skills training. Ori is based in Frankfurt and travels extensively in Europe.

Ori was Interim Director of Marketing and Global Head of Business Development at Linklaters, one of the leading global law firms prior to founding GARA Consulting. These positions allowed him to take an active leadership role formulating and implementing the firm's highly successful global business development and marketing strategies alongside the firm's senior partners. These included:

- Enhancing a client centric approach including CRM practices, Client prioritisation and industry sectors;
- Strategic pricing and fee negotiation;
- Product and Service Line development;
- Marketing department structure;
- The interaction between Marketing and other functions such as HR/L&D, IT and Finance.

As one of the most senior members, and later, head of Linklaters' marketing department Ori was extensively involved in the performance management of a broad range of subordinates and peers both as a manager and/or appraiser and as mentor and coach.

Prior to joining Linklaters, Ori worked for 16 years as an investment banker for S.G. Warburg/ UBS and Lehman Brothers in London, New York, Mexico and other locations. His responsibilities also included leading a sector team and country based origination. He holds a BA in Biochemistry from Oxford University and an MBA from the London Business School. He is a Member of the Chartered Institute of Marketing and a founding Partner of the Møller Professional Services Firms Group Cambridge, one of Europe's leading firms specialising in the support of professional services firms.

Recent coaching assignments include supporting:

- the managing partner of an international law firm redefining his firm's international expansion strategy in light of current market conditions;
- a number of partners in law firms looking to meet a series of transition challenges; and
- a senior business services manager reviewing a number of organisational performance issues
- senior managers of a major international IT firm looking at personal leadership issues

Ori is a graduate of the Meyler Campbell Executive Coach programme which is accredited with the Worldwide Association of Business Coaches (WABC); Association for Coaching; and Solicitors' Regulation Authority. Ori is also personally accredited with the Worldwide Association of Business Coaches (WABC).

Ori coaches in English and German

Recent feedback:

"I love the way you alternate pace with space for reflection, it gives me both energy and room for introspection"

"You know when to challenge me as well as helping me reach important insights in my own way"

"This is hard work and not always easy to accept or do, but it is really helping me get to the bottom of things"