



Jonathan Fox

Following study at Leeds University and Harvard Business School, Jonathan worked for a number of blue chip organisations, including Lloyds Bank and Boots (where he was responsible for the No7 brand of cosmetics). He joined the law firm DLA in 1997 as their first Head of Client Development and was instrumental in the development and implementation of their client relationship management programme to promote client retention and maximise business development opportunities for 212 partners and clients / targets. During his time with DLA he was also responsible for the introduction of a competitive tendering process for major tender opportunities and, in a twelve month period, won 18 national plc tenders, including Barclays Bank, Virgin and Ford.

In 2001 Jonathan became the first marketer to convert to the role of Chief Executive Officer in a law firm when he took over the running of Collyer Bristow in London. In his five years at Collyer Bristow, Jonathan re-engineered the management structure of the firm to what is now, in effect, a corporate management structure. He took the firm through two complete business plan cycles, increasing profitability by 60% and doubling the size of the firm in terms of the number of partners and fee-earners. He also attracted significant new clients to the firm, including Philip Morris.

In January 2006 he joined St Philips Chambers as Chief Executive Officer where he had responsibility for 180 Barristers and 60 support staff. In his two years there, Jonathan transformed St Philips to the thriving business it is today. He was responsible for the largest merger at the Bar in 2006 when St Philips took over No3 Fountain Court.

In January 2008 he returned to London following the birth of his first child and took up the position of Executive Partner with leading private wealth accountants, Saffery Champness.

In 2004 he started his PhD, investigating buyer behaviour in the professions and value based billing, which he is due to finish in 2009.

Jonathan works with **fresh Consultancy**, specialising in client and business development for law firms.