

Matthew Record

BSc (Hons) DipM MCIM



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An experienced business development professional, I specialise in supporting professional services firms and their partners to win, retain and leverage profitable client relationships.

My expertise includes managing major pitches, panel reviews and strategic accounts, undertaking business development campaigns (sector, service or issue oriented) and training/coaching partners to develop key skills. I have particular knowledge of the commercial and legal drivers in the property, support services, banking and public sector fields.

Enthusiastic and practical, I build confidence quickly which enables me to make immediate progress. Partners and management teams trust my insight and understanding of the law, partnerships and commercial relationships.

Since 2005 my track record includes work with the following firms:

Pitching
Bid support and improvement

*berwin leighton paisner

Osborne
Clarke 

Wragge&Co

 Stevens & Bolton LLP

Pricing
Guidance and advisory

SpeechlyBircham

 DMH Stallard

mms | mazel murray & spohn LLP

Testimonial

"During his interim contract at Berwin Leighton Paisner, Matthew very quickly built excellent relationships with partners and the marketing team. His enthusiasm, approach and skills helped us to achieve results on various BD-focused projects including, a pricing initiative; a public sector campaign, advice to partners on client negotiations and strategic bids."

Skills Development
Training & coaching

 Turner & Townsend

malcolm hollis

SpeechlyBircham

mms | mazel murray & spohn LLP

Key Accounts
Account management & cross-selling

Dechert
LLP

Herbert Smith

Osborne
Clarke 

 DMH Stallard

Case studies of my work are at www.recordassociates.com

References

<p>Nicola Lynch Director of Business Development Wragge & Co T: 0121 214 1009 E: nicola_lynch@wragge.com</p>	<p>Sarah Stone Head of Marketing & Sales Osborne Clarke T: 0117 917 3586 E: sarah.stone@osborneclarke.com</p>
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