

Caldwell Partners has been retained by Morrison & Forester to lead a search for a Director of Pricing & Analysis. The position will be based in San Francisco or New York City

### **The Position**

The Director of Pricing and Analysis is responsible for the development and implementation of client pricing models and approaches, consultation with partners/clients on pricing solutions to meet firm/client needs, and establishing a matter management framework of processes and tools to ensure efficient delivery of legal services and thereby enable achievement of the firm's growth and profitability objectives. The position contributes directly to client satisfaction with the firm's pricing flexibility and its ability to provide real-time information about matter budgets and projections.

The Director position ensures that function provides the most accurate and current information and advice to enable matter scenario planning and decision making in the areas of pricing, rate setting, and matter management. The Director provides leadership and coaching that enables his/her team to deliver highly effective client service and direct, responsive support to the firm. The role has oversight for all of the following functions: pricing, rate setting, matter management and profitability, the establishment and maintenance of the required supporting infrastructure for these functions.

Send resumes or nominations to:

**Peter Anselmo**

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