

David Scholz, MBA

International Business Development Consultant

Summary

A senior business development professional with 20 years of experience in the professional services sector. A strategic thinker and hands-on doer with leadership and creative skills, practical management experience and a strong academic interest in professional services management and marketing. Holds a law and business degree awarded with a thesis on law firm marketing perceived from a client's perspective and MBA-qualified with a thesis on managerial aspects of implementing and operating a marketing and business development function in a law firm or professional services firm.

My business development services include



I can support you on the structuring and setting up of complex projects as well as on a daily basis, working as your outsourced BD expert, supporting practice and sector groups or client relationship management.

Whether you need short or medium-term support on an interim basis or long-term support, strategic advice or hands-on doing, please don't hesitate to speak to me if you need my strategic and managerial experience, my creativity or my pair of hands.

All my services can be delivered in either German or English language.

Professional experience

- 2020 – **David Scholz BDD, Business Development and Diversity Consulting**
- 10/2018 – 12/2019 **Ashurst LLP** | Frankfurt and Munich, Germany
Head of Business Development Germany, Europe BD Lead
- 04/2012 – 07/2018 **Freshfields Bruckhaus Deringer LLP** | Frankfurt, Germany
Senior Business Development Manager (Teamlead)
- 02/2010 – 03/2012 **BEITEN BURKHARDT GmbH** | Frankfurt, Germany
Business Development Manager (Divisional Head)
- 02/2007 – 01/2010 **CMS Hasche Sigle** | Berlin, Germany
International Business Development Manager
- 10/2005 – 01/2007 **Ashurst LLP** | Frankfurt, Germany
Practice Marketer
- 03/2005 – 09/2005 **Haarmann, Hemmelrath & Partner GbR** | Frankfurt, Germany
Marketing Manager
- 11/2000 – 02/2005 **JUVE Verlag für juristische Information GmbH** | Cologne, Germany
Marketing & Sales

Academic education

- 09/2012 – 09/2014 **Maastricht School of Management** | Maastricht, The Netherlands
Executive Master of Business Administration (MBA)
- 09/2002 – 01/2005 **RFH Köln (University of Applied Sciences)** | Cologne, Germany
Diplom-Wirtschaftsjurist (FH)
- 10/1993 – 10/2000 **University of Trier** | Trier, Germany
Law; Legal studies in Anglo-American law



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