

Steve Bell Joins LawVision

By [LawVision](#) on September 19, 2019

LawVision announces that [Steve Bell](#) has joined the company as an affiliate consultant in the Client Development & Growth Practice Group. A pioneer of law firm business development and sales, his principal focus will be advising clients in setting up and managing in-house sales functions, Strategic Account Management, and sales strategy and tactics for high-value opportunities.

Bell recently retired from Womble Bond Dickinson, where he was the longtime Chief Marketing & Business Development Officer. In that position he developed and led the legal profession's first sales department, among other achievements. Prior to his tenure in the legal profession, Bell helped pioneer professional-services sales at Price Waterhouse and as a partner at Grant Thornton. Steve served for seven years as Vice Chair – Americas of the Marketing & Business Development Committee at Lex Mundi, the world's largest network of independent law firms. In this leadership position, Bell helped steer the global branding, marketing and business development initiatives at the 160-member-firm, 21,000-lawyer organization. He was a key member of the organization's Business Development Task Force, which created and guided a global business development function.

In addition to his professional responsibilities at Womble Bond Dickinson, Bell was a member of several of the firm's committees, including Professional Development, Pro Bono, and Diversity & Inclusion. He led the Client Development aspects of the firm's participation and certification in Diversity Labs's Mansfield 2.0 initiative.

"We are thrilled Steve is joining LawVision," said LawVision principal [Silvia Coulter](#). "For his entire law firm career, he has provided guidance, encouragement and education to law firm leaders and staff in the US and around the world. As a client-facing business executive, he is known to and trusted by inside counsel, largely because of his long service to and advocacy of the Association of Corporate Counsel. Importantly, he knows the ins and outs of law firm operations, which will ensure that his advice is both leading-edge and practical."

LawVision provides law firms with the latest services from strategic planning, partnership alignment, project management and talent management to building firm revenue, strengthening lawyer confidence and maintaining client loyalty while helping firms achieve the structure and management necessary to create efficiency and drive revenue and profitability. Our expertise is unmatched in every aspect of professional services firm management. We have over 100 years of professional services industry experience, including roles in house. Our reputation for helping clients identify and implement practical solutions and enhanced business processes continues to enable us to work with the world's leading firms. For more information, please visit us at www.lawvision.com.