

Top Legal Industry Business Development Leader Joins LawVision Group

By [LawVision](#) on April 4, 2016

LawVision Group is pleased to announce that [Andrew Murray-Brown](#) has joined the company as a Senior Consultant in the Business Development Practice Group. Andrew joins LawVision Group with nearly 30 years of experience working with firms in the professional services industry on client acquisition, retention and growth, business development, sales and marketing strategies. He has a proven track record of helping firms achieve revenue growth, drive increased PPP, and integrate practice group, sector and service departments on key client relationships.

“We are thrilled Andrew is joining LawVision Group. Andrew brings a wealth of knowledge and expertise to clients from his experience with two of the top professional services firm brands in the world,” comments Co-founding Principal, [Silvia Coulter](#). “Andrew is joining the company as we launch **LawVision’s Client Team Advantage**®. LawVision’s Business Development Practice Group delivers start to finish ongoing support to law firms at any stage of client development from acquisition and retention to client team initiatives—whether a firm is launching a client team strategy or taking a client team strategy to new levels.”

Prior to joining LawVision Group, Andrew spent six years as the Chief Business Development Officer at Ropes & Gray LLP where he served on the senior staff leadership team and prior to Ropes & Gray, he spent nineteen years at PwC in marketing, direct sales and sales leadership roles.

The Business Development Practice Group consultants at LawVision Group are former top AMLaw 50 and Big 4 CMOs and directors and all have strategic sales backgrounds. As a result, the Business Development Group continues to provide unmatched experience and value to its clients.

LawVision Group offers the latest services from strategic planning and partnership alignment to talent management and 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 has enabled us to work with the world’s leading firms. With access to offices throughout the US our clients benefit from a truly national perspective.