

Marie McDermott

Global Projects Director



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Overview

Marie has significant expertise in strategic program implementation, operational transformation, marketing and business development in global professional services environments. She provides the Global Management Committee and the Global Board of Dentons with implementation support, tactical advice and analytical research in connection with priority strategic initiatives. She supports activities across the Firm with respect to combinations and helps to drive revenues and profitability by identifying areas of opportunity for improvement in business operations, infrastructure and performance—making recommendations for change as appropriate.

Marie is also the Global Projects Director for the Nextlaw Referral Network, the broadest and most innovative legal network in the world. The Network differs from traditional pay-to-play legal referral networks in two ways: it does not charge a membership fee and it does not grant members territorial exclusivity. This improves service enabling clients to be referred to exactly the right law firm with the right experience.

Marie has an undergraduate degree in modern languages and an MBA from one of the top European business schools. She has held senior roles with law firms in the United Kingdom, France, Germany, Italy, the United Arab Emirates, the People's Republic of China and the Hong Kong SAR.

Activities and Affiliations

Community Involvement and Pro Bono

- **Pro bono:** Facilitated CV workshops for under privileged inner city children in London
- **Fundraising:** Twice captained the Dentons team for the annual Shanghai JP Morgan Challenge

Prior and Present Employment

- Sept 2015 Dentons, Global Projects Director
- 2013 to 2015 Dentons, Hong Kong: Operations and Business Development Director, Asia Pacific

- 2012 - 2013 SNR Denton, Shanghai: Marketing & Business Development Director, Asia Pacific
- 2009 - 2012 SNR Denton, Dubai: Head of Business Development, Middle East
- 2008 - 2009 Reed Smith, Paris: Chief Operating Officer
- 2007 - 2008 Reed Smith, Hong Kong: Business Development Director, Asia Pacific
- 2005 - 2007 Reed Smith, London: Business Development Director, Europe & Middle East
- 1999 - 2005 Baker & McKenzie, London: European Marketing Manager

Education

- 2008, ESCP EAP (Paris), Master of Business Administration
- 1994, BA, Modern Languages (Italian/German) with distinction in spoken German
- 1990, Foreign Languages at Work (FLAW), Distinction (French and German)

Languages

- English
- French
- German
- Italian
- Spanish