



Gillian McCormack

Chief Client Development Officer

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Calgary

EDUCATION

University of Alberta, BA (Economics),
1992

Gillian McCormack leverages her strategic thinking, sophisticated business acumen and industry experience to ensure Bennett Jones remains a market leader.

As Chief Client Development Officer, Gillian leads a team collaborating with Bennett Jones' leadership, lawyers, external industry leaders and key clients. She works across the firm and industry to identify and advance strategic priorities to anticipate and capitalize on business opportunities and industry trends. Gillian provides strategic leadership to the firm's Clients and Industries initiatives, overseeing go-to-market strategies, including Bennett Jones' clients and markets teams, client experience teams, and Key Client Program.

Drawing on her experience as Vice President, Investment and Trade at Calgary Economic Development, Gillian brings international business development insights to support both Bennett Jones and its clients in achieving business objectives. Her professional journey spans over 20 years, including senior roles with American Express Canada, culminating in her position as Vice President, Western Canada in the corporate travel division. Actively engaged in the broader industry, Gillian sits on the Boards of the Canadian Global Affairs Institute and WPC Energy Canada. Her high-performance focus, business acumen and collaborative approach drive team and organizational success.