



## Gillian McCormack

Chief Client Development Officer

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Calgary

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### EDUCATION

University of Alberta, BA (Economics),  
1992

Gillian McCormack leverages her strategic thinking, sophisticated business acumen and insights into industry trends to ensure Bennett Jones remains a market leader. By effectively inspiring her team to focus on what matters most, Gillian has been instrumental in advancing the firm's clients and industries strategy.

In her role as Chief Client Development Officer, Gillian oversees a team working with Bennett Jones' leadership team, lawyers, external industry leaders and key clients. She identifies, understands and advances strategic priorities to anticipate and capitalize upon opportunities and trends impacting business. Gillian provides strategic leadership to the firm's Clients and Industries initiatives and oversees go-to-market strategies such as Bennett Jones' sustainability and ESG strategy, industry and markets teams, client experience and Key Client Program.

Capitalizing on her experience as Vice President, Investment and Trade at Calgary Economic Development, Gillian brings her international business development experience and insights to bear supporting both Bennett Jones and firm clients in advancing business strategies, objectives and key metrics. Her professional experience spans over 20 years including progressively more senior roles with American Express Canada, culminating in her role as Vice President, Western Canada with the corporate travel division. Committed to broader industry engagement, Gillian sits on the Board of the Canadian Global Affairs Institute and Co-Chaired the Canada Strategic Program committee for the 2023 World Petroleum Congress. With her high-performance focus, deep business acumen and collaborative approach, Gillian is instrumental in driving team and organizational success.

Gillian lives in Calgary with her family and is an avid golfer, hiker and downhill skier. While she enjoys having the Rocky Mountains playground in her backyard, Gillian also loves to travel.