

ERIC LANGE

SENIOR MANAGING DIRECTOR STRATEGIC GROWTH

elange@brileyfn.com

[470] 346-6823

[vCard](#)



Eric Lange is the Senior Managing Director of Strategic Growth. He is a client focused executive, working with the firm's leadership and professionals to develop and execute the go-to-market strategy and plans, enhance the quality of the client experience, build long term client relationships, and acquire new senior talent and practice teams to expand the value delivered to our clients.

Eric brings more than 30 years of experience in business leadership, front line business development, executive coaching, business development consulting, and talent acquisition in the professional services industry. Prior to joining the firm, Eric worked for 13 years as a business development executive with Big Four accounting firms focused on providing his clients specialty financial advisory services such as forensic accounting, litigation support, financial investigations, bankruptcy/ restructuring, valuation, data analytics, security/privacy, and corporate finance.

His clients include senior level corporate executives at Fortune 500 and middle market companies, Big 4 and regional accounting firms, and lawyers at AM Law 100 and 200 law firms. Eric has worked in a broad range of industries with a particular focus in healthcare, energy, manufacturing, construction, and telecom.

Eric is a writer and speaker on many business development related topics for the professional services industry, with titles such as: Growth Through Client Satisfaction; Differentiation Through Investments Beyond the Paid Relationship; The Building Blocks of Successful Strategic Account Management Programs; and It's all About Getting to Know You. He continues to make himself available for speaking engagements for clients and industry organizations.

Eric has a BA in Humanities [English, History & Political Science] from Michigan State University as well as advanced executive education in management, marketing and sales.

Specialties:

- Business Development
- Business Unit Management
- Client Satisfaction
- Complex Account Management
- Executive Coaching
- Executive Recruiting
- Marketing
- Project Management
- Strategic Acquisition

Industries:

- Construction
- Energy
- Healthcare
- Manufacturing
- Professional Service