

 **PEOPLE**



Nicole Petrie
*Chief Marketing &
Business Development
Officer*

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Leads Schulte's Marketing & Business Development team, working closely with the Executive Committee and firm leadership to drive and expand the firm's business development and marketing strategies.

Nicole works to ensure that Schulte continues to deliver superior client experience while cultivating and growing a consistent business development mindset and skillset among all Schulte professionals in order to deliver brand differentiation in the marketplace.

She has over 20 years of global experience in professional service firms, delivering business development, sales transformation and communication strategies.

Before joining Schulte, Nicole worked at KPMG for 16 years in various roles of increasing responsibility in both Australia and the United States, most recently as their Global Head of Client Experience and Market

Development. In that capacity, she led a global sales transformation across 150 KPMG member firms, providing business development, sales transformation, solution innovation and leadership coaching to senior leaders across the global network. Before joining KPMG, Nicole worked as a Client Relationship Executive for Deloitte. She was also a senior accountant in the financial services sector for Chase Manhattan Bank, Schrodgers and she started her career as an auditor for Ernst & Young.

Nicole is a Certified Practicing Accountant (CPA).

Education

Presencing Institute, Foundations Program — Theory U

NeuroLeadership Institute, Executive Coaching Accreditation

Harvard University, Leading Professional Service Firms

University of Sydney, M.Sc.

University of Newcastle, B.Com

Speaking Engagements

- “Get to the Point (of Sale!)” LMA Mid-Atlantic Region Conference, October 2023
- “The Networking Trinity: Friends, Colleagues, Alumni,” TheALUMS Conference 2023