



MARK RIGOTTI

PARTNER AND SENIOR ADVISER

[Sydney](#)

Mark is a Partner and Senior Adviser.

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BACKGROUND

Prior to becoming Global CEO, Mark was a member of the management team. He led several practice groups including Head of the Banking group, Head of the Corporate Practice and managed the global client portfolio as Managing Partner, Clients and Industries. He has led and participated in complex and challenging business turnarounds, M&A and integration projects.

Before his senior leadership roles, Mark practiced in the Finance Group, advising banks, owners and financial sponsors with a focus on infrastructure, real estate and financial services.

He is a member of the Business Council of Australia and the Financial Services Institute of Australia.

Mark is a Board Member of the European Australian Business Council, the Australia Korea Business Council; Redkite Children's Charity and Marymount International School for Girls in London.

Mark joined the firm in 1988 and became a partner in 1996. He was based in London from 2013 until 2020 and now operates from Sydney.

KEY SERVICES

[Finance](#)
[Private Equity](#)

KEY SECTORS

[Financial Buyers](#)
[Banks and other Financial Institutions](#)

EXPERIENCE

He is the immediate past Global CEO of HSF having served for two terms from 2014-2020. He was also Chair of the firm's Global Executive, Chair of the Global Diversity & Inclusion Group and a Member of the HSF Global Partnership Council.

As Global CEO Mark was responsible for developing and driving the firm's "Beyond 2020" global strategy, which centred on five key areas:

1. Clients, sectors and products
2. People, performance and leadership
3. Service delivery
4. Innovation and technology
5. Geographic platforms

This was an ambitious growth strategy that resulted in:

- Eight office openings, with a focus on EMEA and Asia
- Strong and sustained financial performance, leading to significant revenue and profit growth
- Developing the firm's global nearshoring, technology enabled and low-cost Alternative Legal Services business, which accelerated innovation and enabled the firm to reduce costs to clients
- Over 150 partner promotions and 75 lateral partner appointments to support of ongoing renewal and growth of the business

Both visionary and strategic, Mark enjoys aligning agendas, integrating cultures and helping teams discover their purpose. He firmly believes in the importance of fostering a vibrant and productive culture, and ensuring his people are well prepared to collaborate, adapt and grow in an ever-changing environment.

Mark is now focused on bringing the outside in for the firm. His strong global insights and connections, along with extensive cross sector experience, combine to give him the foresight to ensure HSF clients and teams have access to market leading thinking and service.

Mark is highly skilled at making complex situations simpler, while generating momentum to grow market share. He excels at bringing the right people together to get things done - identifying market opportunities then marshalling internal capabilities to convert the opportunity.