



Joseph Harris

Director of Revenue and Client Strategy

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Joseph Harris is a client-focused leader dedicated to developing innovative strategies that enhance client value, strengthen client relationships, and drive long-term success. As Director of Revenue & Client Strategy, he works closely with clients and firm lawyers to design tailored pricing solutions that align the legal services the firm provides with clients' business objectives, ensuring efficiency, transparency, and sustainable growth.

With over a decade of experience in the legal industry and a background in finance, Joseph has a proven track record of helping clients achieve their goals through value-based pricing strategies and collaborative problem-solving. He is committed to fostering strong partnerships by prioritizing client needs, improving service delivery, and creating financial models that support mutual success. His ability to bridge the gap between legal teams and business leaders has resulted in stronger client relationships, improved operational efficiencies, and greater predictability in legal spend.

Joseph holds an M.B.A. from West Chester University and a Bachelor of Science in Accounting from Saint Joseph's University. A recognized thought leader, he has been a featured speaker at industry conferences, including the Legal Value Network and True Value Partnering Institute. In his role, Joseph remains committed to creating value-driven client solutions that promote transparency, trust, and long-term success.

Education

- Saint Joseph's University (B.S., 2008)
 - Accounting
- West Chester University of Pennsylvania (M.B.A, 2023)