

AJ&CO

Russell Mailler

Chief Growth Officer
Corporate Services

"

In any successful firm, creating the right conditions for people to develop, contribute and reach their full potential is critical.

One of Australian law's most influential leaders

Introduction

Russell Mailler is Chief Growth Officer at AJ & Co Lawyers, and one of the most respected names in Australian legal leadership.

As former Chief Executive Partner of HWL Ebsworth, he led one of the nation's largest firms, and now he brings that experience to AJ & Co.

Russell pairs strategic clarity with commercial instinct, partnering with the Managing Director to set the firm's direction and accelerate its growth.

Why AJ & Co Lawyers?

Russell was drawn to AJ & Co's ambition, agility and pace. He sees a firm with exceptional people and the appetite to act, and he is here to accelerate it.

AJ&CO

Level 30, 80 Collins | North Tower
80 Collins Street, Melbourne VIC 3000

03 7054 5600
info@ajandco.com.au

Expertise

- **Growth Strategy**: Lateral partner and team recruitment, firm acquisitions and new client pursuits.
- **Commercial Strategy**: Business development, client relationship management and pricing strategy.
- **Partnership Dynamics**: Partner remuneration, talent progression and conflict resolution.
- **Governance and Risk**: Risk oversight and the management of commercial and legal conflicts.
- **External Affairs**: Government and public relations, knowledge management and pro bono initiatives.
- **Business Services Leadership**: Building and empowering high-performing operational teams.
- **Financial Performance**: Optimising profitability and strengthening long-term competitive position.
- **Regulatory and Corporate Governance**: Expertise grounded at ASX Limited, advising on Listing Rules compliance and corporate governance.

Experience

Russell's notable achievements include:

- **National Scale**: Jointly led Australia's largest legal partnership across nine offices in every State and Territory.
- **A Rare Rise**: Rose from National Marketing Manager to Chief Strategy Officer and Chief Executive Partner.
- **Growth Architect**: Drove growth through lateral partner and team recruitment, firm acquisitions and internal talent progression.
- **Merit and Fairness**: Championed fair, merit-based recognition for Partners.
- **Market Insight**: Brings capital markets expertise from ASX Limited, corporate advisory, stockbroking and funds management.

Qualifications

- Bachelor of Commerce – Flinders University
- Master of Laws (Juris Doctor) – Monash University
- Graduate Diploma of Legal Practice – The College of Law Australia

Russell Mailler
Chief Growth Officer

rmailler@ajandco.com.au
0400 019 323

