



Denis Niclair
General Manager, Major Accounts

If Denis left the room – what would someone say about him?

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Denis' energy and enthusiasm for the industry are contagious and he motivates those around him to be their best.

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Denis Niclair joined InfoTrack in 2013 as the Major Accounts Manager to take charge of building a team that exclusively services national law firms, national accounting firms and large financial institutions.

In November of 2014, Denis was appointed to the role of General Manager of Major Accounts where he is now responsible for managing online searching and manual services for all of InfoTrack's major accounts, as well as maintaining growth of major account clients.

With a strong background and understanding of the national legal services area, Denis has taken on his new role with passion. He and his team have successfully rolled out solutions for over 15 national law firms, helping to seamlessly integrate InfoTrack into their systems in order to improve their workflows.

Denis came to InfoTrack with over 30 years of experience in the legal services sector. He has held national roles with Lawpoint and Prime Legal Services and has extensive experience in operations and business development. Denis was also Director of his own business, Niclair Denton, which provided manual searching,

settlement, stamping and lodging services to the legal industry for 15 years.

As a result of his experience, Denis understands the importance of developing customised solutions for each client and he pays close attention to individual client needs. Denis' team therefore works diligently to build strong relationships so that they can identify their clients' unique requirements and offer the best level of service and support possible.

The major accounts team have made huge headway in the short time they've been in action and this is due to Denis' determination and persistence to offer a first-class service. There's no doubt that Denis will continue to drive growth in major accounts through developing tailored solutions for national law firms, accounting firms and large financial institutions.

When Denis isn't hard at work, he's spending quality family time with his wife and daughter. He loves being out in the great outdoors and stays active by playing a number of sports.

Get in touch

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