

Mr Peter Higgins

IS A QUALIFIED MEDIATOR (Senior Mediator)

General Information

Peter is an excellent commercial mediator who has mediated close to 70 disputes ranging from £5,000 to £3.5 million.

Peter has a unique style that lends itself to managing various mixes of personalities and characters. Ranging from private company owners, corporate CEO's, corporate chairpersons, private company or corporate management and individuals in the media spotlight who require great discretion.

Feedback - Clients

- ***"Peter had an excellent understanding of the key issues. His persona and commercial approach significantly contributed to both parties ultimately reaching an agreed settlement." James Atton, Partner, Mackrell Solicitors.***
- ***"Peter's extensive industry knowledge and experience, and his practical approach to mediation, guided the parties to a successful outcome." QC***
- ***"Peter was absolutely fantastic in his role as a mediator. He managed the process expertly between both parties and worked hard to get this dispute settled. He deserves a massive amount of credit. We will certainly be using his services again when required." Charlie Logue FLUTTER Group Legal Counsel***
- ***"I'd also like to thank you for facilitating a successful conclusion; perhaps your initials should stand for 'personable and helpful' or maybe 'pragmatic and hortative'! Your relaxed demeanour and grasp of the issues in the case was also an important factor in enabling us to reach a settlement." Mark Owen, Betfred Legal Counsel***
- ***"I was very impressed with Peter's commitment to achieving a settlement. He kept the parties focused and maintained momentum whenever they were drifting apart. I will certainly be recommending his services in the future." Mark Stephens Barrister Legal 500***
- ***"Would certainly recommend and use again". Barrister.***
- ***"Handled the mediation well, liked his approach and style and would recommend him. " Client***
- ***"I'd tried so many things but Peter Higgins got the result. He was fantastic. He worked with both myself and the tenant and managed to get us both engaged." Commercial Landlord***
- ***"Peter has an ability to understand the dynamics and interests of the various parties and looks not only at the moving parts between those involved but also at a structured way forward to find potential settlement areas not considered previously." Tara Brady, Global Head of Sales, Microsoft***
- ***"Peter's personable style and diligent manner enables parties of varying dynamics to trust him and move forwards in reaching an agreement. He also brings a creative approach to helping clients reach resolutions." Mark Blandford, Company Director***
- ***"Peter has shown patience and insight, delivered in a calm manner when his assistance has been sought." Professor Chris Brady, Director of the Centre for Sports Business, Salford University***

He is prepared, thorough, relaxed, energised and listens to parties intensely ensuring all views and thoughts are heard. He will seek to drive a settlement no matter how far some parties may appear to be.

He has a natural intuitive ability to understand the key issues, the positions of each party and why they are positioned where they are. He possesses an excellent commercial sense of what is required to reach a settlement.

Peter is comfortable managing any commercial dispute cross sector. His particular area of niche expertise is within the internet

and retail gambling sector. He has settled many private client and betting operator disputes covering a range of topic areas from five to seven figure disputes.. He has a good understanding of the UK Gambling Commission licence conditions and requirements as well as an understanding of both a client's betting background and an operator's business model.

This experience has been gained following a varied international career working as General Manager and Commercial Director for large internet betting companies and running his own digital betting business. All roles required leadership, commercial acumen, communication and diplomacy skills for both workplace and external clients. A versatile and commercially astute Business Manager / Director with comprehensive global experience allied to exceptional communication attributes.

Professional Background

Peter has been Commercial Director at two internal internet gaming companies working in Europe and internationally. In recent years he has built and developed his own sports betting solutions business, providing an SMS text & phone betting service to clients, and providing event day betting services at major sporting venues in the UK representing international betting brands. Peter has held various Commercial Director roles and was an Account Executive at IBM for several years. Peter became accredited as a mediator in 2017 & was accepted onto the panel in March 2019. He has an excellent record in building board level, executive level, and operational level relationships

Expertise

- Commercial and Civil
- Gambling (retail and internet)
- Landlord & Tenant •• Sports Contracts
- Funeral
- High Profile Individuals
- Sport
- Debt Recovery
- Neighbourhood
- Boundary

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