

Tamara Savinas

Chief Commercial Officer

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As Delta's Chief Commercial Officer, **Tamara Savinas** is responsible for translating the firm's technical capabilities into a focused, scalable commercial growth strategy. With 20 years of experience across construction, disputes, advisory, and professional services, she leads Delta's market positioning, client growth agenda, and go-to-market execution—helping the firm identify where to compete, sharpen its differentiation, and build lasting relationships with the clients and partners it serves.

Previously, Tamara led go-to-market strategy for a global construction disputes and advisory practice of more than 250 professionals and co-founded a construction consulting and dispute resolution firm that she helped build and scale into a successful, established business. Her experience spans market and portfolio strategy, service line development, strategic client growth, pricing, pursuits, commercial operations, brand positioning, and strategic partnerships. At Delta, she applies that experience to strengthen commercial discipline, expand market opportunities, connect client needs with Delta's expertise, and ensure growth priorities are aligned with operational delivery.

Her perspective is grounded in firsthand construction experience. Early in her career, Tamara served as a project engineer and document control manager on a \$5 billion industrial engineering, procurement, and construction project. That background gives her a practical understanding of the risk, complexity, stakeholder dynamics, and delivery pressures facing Delta's clients—and informs her focus on positioning the firm as a trusted, commercially minded partner when the stakes are high.

Selected Project Experience

- ▶ Identified right-to-win markets, strategic clients, industry sectors, service lines, and dispute themes for a global construction disputes and advisory practice—focusing commercial resources and investment on higher-value opportunities.
- ▶ Increased pursuit win rates from 10% to 45% and reduced client-acquisition costs by 50% while leading global pursuit operations for a construction consulting firm.
- ▶ Helped double revenue over five years at a construction consulting firm, supporting national expansion, entry into a new geographic market, and the launch of a project management business unit.
- ▶ Built commercial playbooks, key account practices, pursuit frameworks, expert enablement programs, and planning rhythms for a large construction disputes and advisory practice—converting individual seller-doer activity into coordinated, repeatable growth.
- ▶ Translated complex construction advisory and expert services capabilities into market-ready offerings, integrated solutions, differentiated value propositions, and pricing approaches for law firms, contractors, owners, developers, brokers, and insurers.
- ▶ Implemented CRM, opportunity tracking, contact mapping, and reporting processes across construction and professional services organizations, partnering with finance and executive leadership to improve visibility into pipeline, client coverage, market penetration, service adoption, and commercial return on investment.
- ▶ Built senior-level relationships across the construction and disputes ecosystem and connected experts across practices to create integrated offerings, referral pathways, and coordinated client approaches.
- ▶ Built and developed high-performing marketing and proposal teams and led integrated thought leadership and demand generation programs that doubled online conversions and increased qualified leads by 175%.



EDUCATION

- **Northeastern University, Boston, Massachusetts**
Beta Gamma Sigma Honor Member
Bachelor of Science in Business Administration, dual concentration in Marketing and Entrepreneurship

AFFILIATIONS

- **American Bar Association (ABA) Forum on Construction Law**
Marketing Committee Member
Industry Outreach Committee Member
- **Associated General Contractors (AGC) of America**
Past Chair, National Business Development Forum
Leadership Committee Member, National Building Division
- **AGC Construction Leadership Council (CLC)**
Past Chair, Austin Chapter
Former Member, National Steering Committee

HONORS

- Applause Award | 2026
- Recognized by the Chair of the ABA Forum on Construction Law, for leadership supporting the 2026 ABA Annual Conference and 50th Anniversary Celebration