Maria Choi
Consultant

PROFESSIONAL STAFF

Experience

Maria Choi provides negotiation consulting and mediation services to a wide array of clients in the private and public sectors. Ms. Choi's work in negotiation has included both strategic consulting as well as training. Her work in mediation has been as a neutral facilitator in collective bargaining or intra-party conflicts. Prior to her work with Accordence, Ms. Choi was a consultant at CMI (founded by Getting to Yes co-author Roger Fisher).

In the private sector, Ms. Choi's clients have included Eli Lilly & Company, Hologic, Merck, Mayo Clinic, Andersen Consulting (now Accenture), Novartis, and other large institutions. In the public sector, she has worked with a number of organizations, including the World Bank, The Partnership, Cambridge Public Schools, Montgomery County Public Schools, and Smith College.

In addition to being a consultant, Ms. Choi was the Director of Programs and Operations at Higher Ground Boston, a start-up non-profit whose mission is to provide educational, health and social service integration to targeted communities in Roxbury, MA. She is currently a member of the Massachusetts Bar Association and has served as a Visiting JD Advisor at Harvard Law School where she helped law students navigate and negotiate their career choices.

Earlier in her career, Ms. Choi was an investment banker at Morgan Stanley & Co., Inc. in New York City where her work included structuring debt and equity financings for Fortune 500 companies and negotiating mergers and divestitures on behalf of clients. Ms. Choi also has numerous work experiences in Asia at Chandler & Thong-ek in Bangkok, Yoon & Partners in Seoul, and Morgan Stanley and Jardine Fleming in Tokyo. She was a Fulbright Fellow at Yonsei University (Seoul, Korea).

Ms. Choi's current community involvement includes her Board position at Shady Hill School located in Cambridge, MA and her volunteer work at Excel Academy- East Boston.

Education
B.A. Economics, Yale University
J.D. Harvard Law School