



Oliver Knura

CEDR Accreditation:	2018
CEDR Panel:	2025
Languages:	English, German
Location:	Germany

“The mediation was consistently goal-driven and excellently structured, allowing the parties to reach mutual agreements”
Client feedback

Overview

Oliver Knura is a commercial mediator specializing in disputes arising from business relationships. He supports companies and their partners in resolving complex commercial conflicts, particularly those involving contractual obligations or financial claims. Drawing on his extensive background in the EPC sector, Oliver combines commercial insight with structured negotiation techniques to facilitate interest-based, future-oriented settlements. He operates across Germany and internationally, with mediation services available in English and German, both in-person and online.

In addition to being a CEDR Accredited Mediator, Oliver is a Certified Mediator under the German Mediation Law. Furthermore, Oliver is recognised as a conciliation office (“Gütestelle”) by the German state.

Professional Background

Before establishing his dispute resolution practice, Oliver held senior leadership roles in the international EPC (Engineering, Procurement, Construction) sector, including Director of Procurement and member of the centre management team. His prior career included various management roles with responsibility for contract and claim management, project management, and supply chain operations.



In 2010, while working as a commercial project manager for a global EPC company, Oliver had his first exposure to mediation during a major petrochemical project. He and his team were involved as a party in an international mediation with a subcontractor. That experience left a lasting impression and played a key role in his decision to becoming a mediator.

Qualifications and Certifications

- Diplom-Wirtschaftsingenieur (Industrial engineering)
- Master of Business Administration / MBA (Fuqua School of Business, Duke University, Durham / USA)
- CEDR Accredited Mediator (Centre for Effective Dispute Resolution, UK / London)
- Wirtschaftsmediator IHK (Commercial Mediator, Frankfurt Chamber of Commerce and Industry)
- Zertifizierter Mediator (Certified Mediator according to German Mediation Law)

Expertise

- EPC
- Finance
- Franchising & Agency Agreements
- Leasing and Rental Agreements
- Online / Internet
- Partnership & Shareholders
- Real Estate / Project Development
- Sale of Goods and Services

Dispute Experience

EPC – Engineering, Procurement, Construction

- Dispute involving late delivery and bank guarantee enforcement between an EPC contractor and a supplier.
- Negotiation of a project close-out agreement following disputes over delays and unmet performance guarantees.
- Equipment delivery failure dispute between a manufacturing company and a machinery supplier.
- Dispute over the return of packaging machinery between a food manufacturer and equipment vendor.

Finance

- Multiple cases involving failure to repay loans and financial obligations.

Franchising and Agency Agreements

- Dispute over contract terms and payment claims between franchisor and franchisee.
- Dispute between a consumer goods manufacturer and a sales agent regarding contract termination.
- Deal mediation for a cooperation agreement between an industrial equipment manufacturer and a sales agent.

Leasing and Rental Agreements

- Dispute over service charges under a lease agreement between a shopping mall operator and a restaurant chain.

Online / Internet

- Multiple disputes between online marketplaces and vendors regarding account suspensions and product removals.
- Influencer conflict tied to political associations and follower manipulation.

Partnerships and Shareholders

- Disputes between managing partners over financial claims and alleged fund misuse.
- Shareholder conflict within a tax and auditing firm.

Real Estate / Project Development

- Dispute between a project developer and a consultant over underestimated costs in a technical due diligence for a real estate investment project.

Sale of Goods and Services

- Payment dispute between a manufacturer of customized trucks and its client.
- Dispute between a client and a service provider over the termination of an agreement.
- Dispute between a client and a car manufacturer about the performance of company cars.
- Dispute over unpaid services and lack of accounting documentation.
- Financial compensation claimed from tax advisor for an error affecting liquidity.
- Dispute over cancellation fee charged by an exhibition centre.

Personal Style

Oliver applies a structured, pragmatic approach to mediation, grounded in commercial logic. He emphasizes interest-based, solution-focused negotiation that addresses the parties' business realities. His method blends joint sessions with the parties and private caucuses (shuttle mediation), depending on the needs of the case.

Having led negotiations from within as both a client and contractor, Oliver understands the stakes, pressures, and perspectives that drive business disputes. His mediations are always neutral, confidential, and future-oriented.

Mediations are available in English or German and can be conducted in person, online, or as a hybrid format.

Feedback

- “Thank you very much for your advise which proved valuable not only for the immediate communication issue but also offered broader insight.”
- “A mediation led by Mr. Knura was characterized by its solution-oriented approach.”
- “The mediation was consistently goal-driven and excellently structured, allowing the disputing parties to reach mutual agreements.”
- “Many thanks for all your support and valuable guidance.”
- “I really appreciated working with you, your professionalism and clarity.”
- “I had serious concerns before the meeting. Your structured approach then helped us to resolve the case.”

