

Young Attorney with a Ton of Connection Ability and Leadership Potential Placed In House

By Harrison Barnes from Los Angeles Office Managing Director

While our firm does not do in-house placements nor traditionally seeks them out, we occasionally work on placements when they are referred to us by our law firm clients. A company out of the United Kingdom contacted us seeking individuals with litigation experience to assist in arranging litigation finance transactions. To do this sort of work, the attorneys would need to meet with law firms and other institutions in need of funding for litigation. The attorneys needed to be able to connect well with people as well as the ability to relate in a direct and business-like manner.

During my average day, I speak with a variety of attorneys about law firm positions. One attorney, I spoke with caught my attention because of their ability to relate and connect with me. However, I felt they had a special spark that would make them very good at any sales-related position. Initially, this attorney associated so well that I started discussing becoming a legal recruiter with them. I felt the attorney's ability connects with people, their high level of intelligence and ability to be direct would make them excellent at legal recruiting work. In the course of discussing this, I also became aware of the opportunity with the legal finance related company.

Against my better judgment, I told the candidate about the legal finance-related position. There must've been an excess of 300 attorneys that contacted our firm interested in this position. The candidate was interested in the job, and so I ended up talking to the litigation finance company about the candidate with a high level of enthusiasm. Out of the 20 or so candidates that we ended up sending, the litigation finance company interviewed three and my candidate was hired for the position.

In the course of my work, I often come across attorneys who have an exceptional ability to connect with different types of people. Many of these attorneys are not happy in law firms, and their naturally social nature makes them good fits for other types of work. Being naturally social and outgoing, intelligent and hard-working are rare qualities that not every attorney possesses. There are certain types of attorneys that simply are not happy inside of major law firms--or any law firm-- and would do much better in a non-law firm environment. Here, this attorney was able to find a position that took perfect advantage of their skills toward being a good attorney from a top law school and all while having outstanding social skills. These are incidentally the people we are also always seeking as recruiters. This was not a traditional in-house job that we were recruiting for, and the candidate we found was the perfect fit for what this company and this candidate both needed.

[View BCG Attorney Search's Recent Placements](#)

[Read BCG Attorney Search Reviews](#)