

Candidate with a Great Personality and Stable Employment History Goes In-House

By Harrison Barnes from Los Angeles Office Managing Director

A litigation finance firm from the United Kingdom that was opening an office in New York City sought to hire a few attorneys to staff its new office. They wanted individuals with an interest in a sales-related position but who also had outstanding educational and law firm credentials. Our firm traditionally does not make in-house placements, but when a law firm clients asked us to help them with certain searches, we quickly agreed. This search was recommended by one of our clients in London.

My candidate worked in the same white shoe law firm since when they were a summer associate. The attorney was interested in a position that could make use of their sales skills and would also allow them to benefit from the experience they already had as a practicing attorney.

This attorney held outstanding educational credentials and did very well at everything they completed. The attorney also had almost a decade of work experience at the same law firm. The attorney became disillusioned with the practice of law and wanted to go into a position where they believed they could make the most of their drive and would not be beholden to compensation set by others. They wanted to have the opportunity to earn as much money as they could for working as hard as they could. Because this position was a mix of salary and performance oriented compensation based on the amount of provided litigation funding, this attorney felt the litigation finance company represented a very good opportunity.

This attorney made a very good impression and was hired by the litigation finance company from over 20 candidates we provided. What made this placement interesting, was there was nothing in the attorney's background that would've indicated that they were once in a sales oriented position like this.

Everything about the attorney's background indicated that they likely would be spending their career inside a large law firm. Here, the attorney was able to get a position in a field that took advantage of their natural skills and interest which was not reflected on their resume.

If an attorney keeps their eyes open, they can always find good new opportunities.

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