

## Enrique Martin Discusses Miami Office Growth with *Daily Business Review*



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In a recent interview with *Daily Business Review*, Miami Office Managing Partner, Enrique Martin, detailed the success and growth of Winston’s Miami office. He emphasized that from the beginning, building the right culture was a top priority. That commitment to collegiality and collaboration has shaped the office’s trajectory.

“Being consistent and being clear that we have always been and will continue to be focused on culture and recruiting the right people that we can comfortably and confidently say will raise and enhance our culture in Miami, and just as importantly, will allow us to actively promote them across the firm—it’s paramount to our strategy.”

This cross-firm integration has become a hallmark of Miami’s success. “The idea in Miami is to assemble a team that we can deploy firm wide,” Rick noted. “Just by virtue of being in South Florida and by building out effectively, the Miami office [has] been able to create a resource that we can cross-sell and cross-staff across the firm and assist clients on matters around the firm again, both nationally and globally.”

Looking ahead, Rick remains focused on deliberate, strategic expansion. “Miami remains a strategic growth market for Winston, and our investment in talent, technology, and office space underscores our long-term commitment to the region,” he said. “The key is not to so much grow for the sake of growth, but rather to continue to engage with lateral prospects that would be a good fit for this firm. The group that we have here is going to continue to be a draw for laterals interested in exploring alternatives, in the market, and I’m excited about the future for Winston in South Florida.”

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Enrique J. Martin