

Enrique Martin Discusses Miami Office Expansion and Strategic Growth with Law360 Pulse



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Miami Office Managing Partner Enrique Martin was featured in a Q&A with Law360 Pulse where he discussed Winston's move to two floors in Miami's Southeast Financial Center, highlighting the firm's continued investment in South Florida and its ability to serve clients globally. The firm's Miami office first opened in 2022 with six lateral partners and has since grown to have more than 40 lawyers.

"There's no question that South Florida — Miami — continues its trajectory here among the most important financial hubs," Rick said. "There's no question that Winston's investment here is a testament to its belief that the growth of this area and attraction of investment capital will continue for the long term."

Rick attributed Winston's success in Miami to three key components of the firm's hiring and office development strategy: recruiting local talent seeking an international platform, establishing a strong on-the-ground presence in a key global financial hub to support cross-office collaboration and client needs, and positioning the office to attract top lateral partners relocating to South Florida. The approach emphasizes culture, connectivity, and leveraging the firm's global reach to differentiate itself in a competitive market.

"It's created an opportunity for other Winston attorneys from other offices to effectively cross-sell and cross-staff matters here in South Florida, and so for the lateral market, that's something that's very important and very relevant. ... That's something that is highly important when you're sitting with laterals interested in making a move," he said.

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