



Melissa Ertek

Chief Development Officer

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Working directly with the firm chair, Melissa leads partner hiring, lateral integration, and other strategic projects that are focused on growing and developing the law firm globally.

Throughout her career, Melissa has worked with chairs of law firms on strategic initiatives, including mergers, acquisitions, office openings, expansions, restructurings, leadership transitions, as well as lateral and lateral group acquisitions in the U.S., Europe, and Asia. Melissa has been fortunate to work on some of the most complex and high-value lateral group transactions and office openings in the legal industry.

Melissa has formalized and established global partner hiring and client team programs and protocols at law firms, and has effectively integrated offices, and lateral groups across the world. She has developed and executed strategic plans at the firm, practice group, regional and office levels; implemented cross-selling and client service strategies; and worked with firm leaders on increasing communication among the partnership globally.

Activities

Melissa has been an active member of the National Association on Law Placement (NALP) and Legal Marketing Association (LMA). She also served on the Board of the Los Angeles Chapter of LMA from 2008 to 2011. She was elected to serve as a Member-at-Large in 2008, Programming Chair in 2009, President Elect in 2010, and President in 2011. She also served on the Legal Industry Editorial Advisory Board of Law360.

Credentials

EDUCATION

Melissa received her MBA in Marketing and International Business from Loyola Marymount University in Los Angeles.

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