

# Client Case Study: FinTech Regulatory Associate for an AmLaw 200 Firm



## Client Background

Our Client is a national law firm that specializes in serving clients across key sectors that fuel the growth of the economy. Some sectors in which they operate include Technology & Media, Private Equity, Venture Capital and Investment Funds, to name a few.

## The Brief

The Firm was looking to add a FinTech Regulatory Associate to its team of Investment Funds practice specialists. This Associate would be responsible for supporting the Firm's existing FinTech and Blockchain clients, as well as growing the client portfolio.

The Firm connected with us to work on this hire when we pitched to them the resume of an 'in-demand' candidate with experience in Corporate and Securities Law in FinTech and Blockchain/Crypto.

## Search Methodology



### Engagement and Sourcing

The job market for experienced attorneys is extremely candidate-driven and competitive. Law firms are constantly seeking to hire attorneys especially those with experience guiding on legal structure and framework and requisite legal and regulatory compliance within a niche or up-and-coming industry.

Page Executive's team specializes in lateral attorney hiring and has a strong network with professionals across US law firms. The team proactively engages with high-performing candidates over a period to gain an understanding of each one's expertise and career aspirations, connecting them to opportunities within law firms that may not be openly advertised.

Through nurturing relationships with attorneys, our team proactively shares resumes of 'high demand' candidates with niche expertise to law firms.

Associates with experience handling regulatory and legal issues in FinTech and Blockchain are relatively few and far between. Knowing well that many law firms are looking to position themselves as 'trusted advisers' to FinTech and Blockchain companies, Page Executive sent a candidate's resume to Lowenstein Sandler, understanding fully well this candidate's career trajectory and aspirations.



### Assessment

Upon reviewing the candidate's resume, the Firm was very keen to review further application materials including his deal sheets and writing samples.

With the green signal to progress, Page Executive set up an interview between the candidate and the co-chairs of the firm's Investment Fund practice.



### Delivery

Once the candidate was interviewed, the firm made an offer through Page Executive. Through smart collaboration and effective engagement, Page Executive helped the Firm secure the right candidate who was not actively looking for a move but had the precise specialised experience they were looking for.

## The Results

The candidate is close to completing a year within his role as FinTech Regulatory Associate at the Firm. He is working on bigger deals, enjoys a great rapport with the Partners, and backed by the marketing resources, he is getting the opportunity to focus on business development.

This partnership signifies the strength of Page Executive's candidate relationships and the team's market intelligence within the legal industry. We connect stand-out attorneys with top law firms that have ambitious growth plans fuelled primarily by talent. This puts us in an optimal position to find the ideal match for both parties.

TIME TO COMPLETE THE ASSIGNMENT

**2** WEEKS

### If you would like to discuss your recruitment needs please contact:

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