



## Angela S. Quinn

**CHIEF CLIENT OFFICER**

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### OVERVIEW

Over a more-than-20-year career at Husch Blackwell, Angela Quinn has helped both the firm and its clients achieve extraordinary results through her consistent focus on serving client needs.

As chief client officer, a position she originated in 2017, Angela ensures that Husch Blackwell prioritizes the needs of its clients across a wide range of functions, including the delivery of legal services.

Working directly with Husch Blackwell clients and client teams, Angela continuously identifies ways to add value and improve results for clients. Her clear-eyed focus on client service has driven substantial innovation within Husch Blackwell, including the extensive use of client surveys, the implementation of the firm's Legal Project Management Program, and the movement to a compensation system that rewards client-driven collaboration. Husch Blackwell has been named a Value Champion by the Association of Corporate Counsel three different times since Angela assumed a business role at the firm.

Angela manages much of the firm's operations, overseeing the firm's communications, marketing, business development, pricing, and legal operations—bringing these functions together under the umbrella of client service. She also directs the firm's business intake and conflicts of interest, docketing, and legal support services. Her responsibilities also include management of office administration and workplace strategies, including oversight of Husch Blackwell's office managing partners.

# HUSCH BLACKWELL

Arriving at Husch Blackwell as an associate in 2000, Angela became a partner and highly successful trial attorney. More than a decade ago, she left the practice of law to become the firm's director of the Healthcare, Life Sciences, & Education unit and also the firm's director of strategic growth. Regardless of her role, her work has always been through the lens of client service, and her significant influence on Husch Blackwell and its clients continues nearly 25 years later.

## Featured Experience

### **Award-Winning Collaboration Delivers Greater Value to Client**

The Husch Blackwell team members partnered with client Express Scripts Inc. on an innovative program designed to cut spending, improve predictability and achieve better legal outcomes. The team reviewed 16 years of cases to glean insights into how future matters could be handled more efficiently. This included development of process maps for litigation, assignment maps and work streams, automated budget tracking and an online collaboration portal.

Over four years, as the number of litigation matters rose by 35 percent, the time spent per matter dropped by 39 percent. The Husch Blackwell/Express Scripts collaboration was recognized as a Value Champion in 2017 by the Association of Corporate Counsel (ACC).

## Recognition

- Titan 100, 2024

## Education

- J.D., Saint Louis University School of Law
  - *summa cum laude*
  - Order of the Woolsack
  - Class Valedictorian
  - *Saint Louis University Law Journal*
- B.S., Millikin University
  - *summa cum laude*
  - Political Science and Communication

## Admissions

- Missouri
- Illinois

## Community Leadership

Angela's past and present volunteer work includes:

- Central Christian School Annual Fund, Chair
- Kirkwood United Methodist Church, Service Mission Committee
- Legal Services of Eastern Missouri Volunteer Lawyers Program
- Mother to Mother, Board of Directors; Personnel Committee
- Shalom House Women's Shelter and Room at the Inn