



Jamie M. Lawless

CHIEF EXECUTIVE

THE LINK VIRTUAL

WASHINGTON, DC

OFFICE

PHONE:

PHONE: 202.378.2305

202.378.2300

EMAIL: JAMIE.LAWLESS@HUSCHBLACKWELL.COM

OVERVIEW

Jamie integrates operational know-how, deep strategic understanding of the legal industry, and a willingness to disrupt established patterns to provide our firm with cutting-edge approaches to serving clients.

Over the course of a 25-year career in the professional services industry, Jamie has developed a keen awareness that client service and satisfaction are the foundation of any firm's success. She has routinely been tasked with envisioning, building, and implementing service delivery models that challenge existing approaches and that drive institutional excellence.

As chief executive, Jamie directs and oversees the overall performance, profitability, and finances of the firm, leading nearly 2,000 partners, attorneys, and business professionals. She implements and executes the firm's existing three-year strategic plan and plays a principal role in the next strategic planning cycle. Jamie leads all of the firm's management and administrative departments and also oversees the initiatives and strategies implemented at the business-unit level by the firm's six business units.

Before joining Husch Blackwell, Jamie spent a decade at Baker McKenzie, where she built from the ground up a business and alternative legal services center that served each of that firm's 74 offices across 45 countries. During her tenure there, Jamie held many leadership roles, including chief operating officer for offices in Washington and New York, two of the country's leading legal markets, while leading global modernization projects and earning

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the trust of lawyers, which enabled her to serve on the firm's Global Leadership Team; Global Risk Committee; and North America Inclusion, Equity, & Diversity Committee.

Jamie's work is informed by a dual focus: creating exceptional client experiences and developing operational approaches that build and enhance cross-office, cross-disciplinary collaboration. In that work and throughout her career, she has repeatedly demonstrated the ability to build professional brands grounded in consistently excellent client service—from office to office and practice to practice—on an international basis.

A compassionate and optimistic leader, Jamie has excelled in the legal profession due to her ability to articulate clear business strategies that expand client relationships. Just as those client relationships drive Husch Blackwell's success, Jamie has long recognized relationships as the critical factor in her success as a leader in the profession. She consistently builds personal relationships through an authentic style that emphasizes listening to and understanding others.

Recognition

- *Tampa Bay Business Journal*, 25 People to Watch, 2024
- *Tampa Bay Business Journal*, Businesswoman of the Year, 2022
- One Tampa Bay, Award for Community Philanthropy
- Tampa Bay Economic Development Council, Community Transformer Award, 2020
- *Florida Trend Magazine*, People to Know, 2020
- *Tampa Bay Business Journal*, Business of Pride Award, 2020

Education

- Wharton Executive Education
- Leadership in Law Firms, Harvard Law School Executive Education
- B.S., Rutgers University, Janice H. Levine School of Business
 - Marketing

Community Leadership

Jamie's leadership philosophy is centered on serving others. It's a quality that carries over into her extensive volunteer efforts to support her local community, professional women, and the disadvantaged. She approaches those efforts with the same enthusiasm she brings to her work at Husch Blackwell, inevitably assuming leadership roles.

- Co-founder and board member, (Fe) League, 2019-present
- Board member and executive committee member, Tampa Bay Economic Development Council, 2019-2023
- Board member and chair of the advisory council, Dress for Success Worldwide and Dress for Success Tampa Bay, 2017-present
- Founding member, Women to Know, 2015-2017