



Jessica Grayson

Chief Growth Officer

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As chief growth officer, Jessica Grayson leads the firm's strategic growth initiatives with a focus on lateral partner and group acquisitions and integration, business development and marketing. Under her leadership, the firm has achieved record lateral growth, successfully recruiting and integrating top-tier partners and groups that have expanded the firm's capabilities, market reach and geographic footprint. With deep industry insight and a proven track record of delivering results, she plays a pivotal role in ensuring cross-functional alignment across teams to generate top-line growth consistent with the firm's vision and values. Jessica is also a member of the firm's management committee.

Jessica works closely with firm leadership, department chairs and practice group leaders to drive financial growth, enhance market presence, and ensure smooth integration for incoming partners and groups. Her strategic approach to lateral recruitment has resulted in unprecedented expansion across key practice areas, positioning the firm as a premier destination for leading legal talent. Her cross-functional expertise and keen understanding of the legal marketplace contribute to the firm's continued success in today's highly competitive landscape.

Jessica previously led lateral partner acquisitions and integration for an Am Law 10 firm and held C-suite roles overseeing marketing and business development departments at two New York City-based firms. She serves as chair of the Law Firm Advisory Committee for the National Association of Legal Search Consultants (NALSC) and previously served on the Executive Committee of the Legal Marketing Association (LMA) Northeast Region Board.

Community Impact

Jessica has held leadership roles, as both a troop leader and regional council member, for the Girl Scouts of Central and Southern New Jersey. She has also served as a volunteer coach for the Deptford Girls Softball League and literacy coach and mathematics tutor for the Deptford Township school system.

Memberships

- Member, Legal Industry Editorial Advisory Board, *Law360*
- Chair, Law Firm Advisory Committee, NALSC

- Former Member, Executive Committee, LMA Northeast Region

Featured Speaking Engagements

- Speaker, “Before the Offer Letter: Designing for Lateral Success,” PipelinePlus Market Leaders Podcast
- Panelist, “Marketing All-Stars: Building, Training, and Leading Successful Teams,” Legal Marketing Association
- Speaker, “State of Lateral Recruiting: Trends, Challenges, and the Road Ahead,” SurePoint
- Speaker, “Best Practices for Interviewing and Acquiring Lateral Talent,” National Association of Legal Search Consultants 2025 Fall Symposium
- Panelist, “CMO Series Represents — Embracing Equity: Harnessing the Power of Your Network,” Passle
- Panelist, “Women Who Wow: CMO in Law Firms Roundtable”
- Moderator, “Identifying the Business Case for Diversifying Management Teams,” Law.com Legalweek
- Panelist, “Laterals & Talent: Ensuring Successful Integration — Part 2,” LMA Northeast Region
- Panelist, “Lateral Integration for the Next Gen Law Firm,” LMA Midwest Region
- Panelist, “One Big, Happy Family — Integrating Laterals Through Strategic BD,” LMA Northeast Region
- Moderator, “Succession Planning and Generational Divides: How Marketing Plays a Role,” Law.com Legalweek

Publications

Integrating Lateral Attorneys: It’s All in the Planning & Execution

Attorney at Law Magazine

April 1, 2021