



Liz H. Sobe

Director of Business Development

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Liz H. Sobe leads our firm's business development efforts, working closely with the firm's leadership, practice group leaders and industry leaders to attract, retain and grow client relationships while developing business growth strategies. Liz is focused on identifying and developing data-driven initiatives that advance the firm's overall client and industry business strategies to broaden and strengthen client relationships.

With nearly 30 years in the legal industry, Liz brings a wealth of knowledge and a proven track record of success to her current role. Her experience includes leading marketing and business development teams for Am Law 200 firms, where she identified and advanced opportunities to bridge marketing and business development. Before entering the legal industry, Liz managed business development and investor relations activities in the venture capital space.

Liz has been very active in the legal marketing industry and has held several leadership positions, including the President of the Northeast Region of the Legal Marketing Association. Liz is an accredited partner in the Smart Collaboration Accelerator and a Master Coach with the Legal Sales and Service Organization.

Education

- Wheaton College (Bachelors)
 - B.A., English

Languages

- Conversational Spanish
- Conversational French

Recognitions

Master Coach, Legal Sales and Service Organization

Accredited Partner, Smart Collaboration Accelerator

Level 100 Certification, Legal Lean Sigma Institute LLC

Leadership + Memberships

Legal Sales and Service Organization