

## **Gideon Grunfeld, Esq.**

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### **Summary of Qualifications**

- More than five years of experience as an economic and business consultant, specializing in working with attorneys and law firms.
- Ten years of experience practicing law, first as a law clerk to a federal judge, and then as an antitrust and litigation attorney at Skadden, Arps and Covington & Burling.
- An experienced human resources executive, both at non-profit teaching hospital and at a Fortune 500 company.
- Extensive experience writing and speaking to lawyers about various aspects of law practice and career management, including presentations to the State Bar Associations of California, Colorado, Massachusetts, and New York.

### **Legal and Consulting Experience**

#### **Successful Career Strategies, Inc.**

Los Angeles, CA

##### President

2003-present

- Provide marketing and law practice management consulting services to attorneys and law firms.
- Speak extensively to bar associations and legal organizations about topics such as Managing Associate Turnover, Effective Marketing Strategies for Small Law Firms; Setting the Right Legal Fee; and Eliminating Bias in Legal Hiring Process.
- Provide outplacement services to law firms and in-house law departments, and career transition assistance to individual attorneys.

#### **LRN, The Legal Knowledge Company**

Los Angeles, CA

##### Research Director

2002-2004

- Negotiate more than fifty contracts with in-house corporate counsel to retain research services from a network of legal researchers on a fixed price basis rather than from law firms.

#### **Covington & Burling**

Washington, D.C.

##### Litigation & Antitrust Associate

1996-2002

- Help defend a Fortune 500 company in a class-action age discrimination suit that was selected by *The American Lawyer* as one of the ten most significant defense victories of the year.
- Advise clients about a wide array of antitrust compliance issues, and help secure regulatory approval for several multi-billion dollar transactions, including the Exxon-Mobil merger.

**Skadden, Arps, Slate, Meagher & Flom** Los Angeles, CA  
Litigation Associate Summer 1992, 1994-96

- Successfully co-chair trial in Los Angeles Superior Court on behalf of homeless shelter; secure return of funds improperly withheld by commercial landlord and an award of attorneys' fees.

**United States District Court** Santa Ana, CA  
Law Clerk to the Hon. Gary L. Taylor 1993-94

- Draft bench memoranda in a wide array of civil and criminal proceedings.

**State Bar of California** San Francisco, CA  
Law Clerk, Office of Trial Counsel Summer 1991

- Helped research motions and draft briefs relating to attorney disciplinary and disbarment proceedings.

**National Economic Research Associates** Philadelphia, PA  
Research Associate 1987-88

- Help research and draft recommendations regarding implementation of affirmative action and related compliance plans.
- Assist law firm clients who were litigating various large-scale Title VII employment discrimination actions.

### **Human Resource Experience**

**Automatic Data Processing, Inc.** Mount Laurel, NJ  
Human Resources Supervisor 1990

- Supervise hiring and relocation of corporate executives, including selecting outside recruiters.
- Administer compensation and benefits functions at 600-employee facility, including conducting training and orientation seminars.

**Hahnemann University Hospital** Philadelphia, PA  
Assistant to the Vice President of Human Resources 1988-90

- Conduct workshops and seminars for employees about issues such as interview skills and workforce diversity.
- Counsel employees and managers about issues relating to performance appraisals, internal job transfers, and disciplinary actions.

### **Education**

**University of California, Hastings College of the Law, J.D., *Cum Laude*** 1993

- Associate Articles Editor, *Hastings Law Journal*.
- Teaching Assistant for Legal Writing & Research and Constitutional Law.
- Member, Moot Court Board

**University of Pennsylvania, B.A. Economics,** 1987

- Recipient, *Mayor's Scholarship*—A four-year stipend awarded for academic excellence.