

Law.com Profiles Kimberly Smith's Career and Rise to Corporate Department Chair

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Kimberly Smith, partner and global chair of the Corporate department, was featured in *Law.com*'s "How I Made It" Q&A series, sharing insight on her journey from summer associate to Corporate department chair. On what likely led to her department chair appointment, Kim pointed to her six-year role as global Mergers & Acquisitions/Private Equity practice chair. During that time, the practice grew in terms of its both client roster and team of attorneys, which contributed to the group's reputation as a top-tier national middle-market practice. Kim noted, "As a practicing attorney helping my own clients buy, sell and invest in businesses, I understand the challenges facing the market and look for solutions to overcome roadblocks and get deals closed. I try to bring that creative problem-solving approach to bear within Katten generally. I believe that it is mission-critical for leaders to foster teamwork and create an environment in which every single person on the team can thrive."

Kim shared that business development success involves actively listening to the needs of clients and providing excellent client service through good communication and relationship building. "Being invested in client relationships means getting to know them personally and getting immersed in their business so you can better consider their perspectives, understand their current needs and anticipate future ones, and be in tune with their expectations." ("[How I Made Department Chair: 'I Brought a Creative Problem-Solving Approach,' Says Kimberly Smith of Katten](#)," September 28, 2021)

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