

Brian J. Carrozza*

Director of Client Development

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As Director of Client Development, Brian Carrozza* leads and provides strategic guidance on business development and client relations. He is responsible for the development and deployment of strategic initiatives that help drive revenue and foster deep, long-lasting relationships with clients.

Brian helps Goulston & Storrs build new sources of sustainable competitive advantage by: shaping client-centric growth strategies; driving the pursuit of new business opportunities and partnerships; sensing and interpreting market shifts by recognizing signals and filtering out noise; introducing, communicating, and sustaining value propositions that deliver on the firm's brand promise; and enabling a more nimble, proactive enterprise that matches the speed with which the market is moving by building flexibility and option value into core strategies.

**Brian Carrozza is not a practicing attorney.*

Affiliations

- Business Development Director Boardroom (LawVision)
- International Legal Technology Association (ILTA)
- Legal Marketing Association (LMA)
- Legal Sales and Service Organization (LSSO)
- Practising Law Institute (PLI)
- Q City

Education

- New York University (B.S., *summa cum laude*, 2009)