

## Nathaniel Robinson\*

*Senior Director of Client Value*

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As Senior Director of Client Value, Nathaniel Robinson helps Goulston & Storrs deliver exceptional value to its clients through strategic initiatives, including pricing structures, legal project management, and practice innovation. In his role, Nathaniel spearheads the development of sophisticated fee arrangement strategies and cultivates a team mindset of continual process improvement to ensure that clients receive best-in-class service at all financial touchpoints. He regularly collaborates with clients and works across all firm legal practices and professional teams to develop mutually beneficial approaches that align client and firm.

Having held various roles within the legal and financial industries throughout his career, Nathaniel has most recently built and led high-performing pricing teams at some of the most highly respected law firms, including as Strategic Pricing Director for an AmLaw 50 firm.

Outside of work, Nathaniel sings bass with the Amor Artis chamber chorus, is an avid runner, and loves rollercoasters.

*\*Nathaniel Robinson is not a practicing attorney.*

### **Education**

- New York University, Leonard N. Stern School of Business (B.S., 2004)