

**Legal services**

## Legal leaders for an era of change



### **Winner – Most Innovative Leader Richard Trobman**

**Chair and managing partner, Latham & Watkins**

**Three-year revenue growth: 62.1 per cent**

**Time in current role: four years**

Having joined the firm's Los Angeles office straight out of law school in 1991, Richard Trobman went on to lead the growth of Latham & Watkins' UK presence for almost 20 years before becoming the firm's managing partner in 2018. Trobman attributes part of Latham's notable success over the past three years to his focus on investing for the future rather than purely on short-term measures of success, such as profit-per-equity-partner.

One area Trobman takes pride in is the firm's continuing investment in improving the use of technology and data, which enabled the creation of a tactical opportunities team. This group of data analysts identifies commercial, financial and investment opportunities and risks for clients and the firm. The team's work has helped the firm to develop deeper client relationships.