

Rising Star: Latham's Salvatore Vanchieri

By Tom Zanki

Law360 (July 30, 2025, 4:00 PM EDT) -- Latham & Watkins LLP partner Salvatore Vanchieri has steered a gamut of groundbreaking deals, from electric-truck startup Rivian's blockbuster \$11.9 billion initial public offering to private equity giant Sixth Street's investment in baseball's San Francisco Giants, landing him a spot among capital markets attorneys under age 40 honored by Law360 as Rising Stars.

His biggest deal:

Vanchieri advised electric-truck maker Rivian Automotive Inc. in its upsized \$11.9 billion IPO in November 2021, a deal that required attorneys to work around the clock to ensure a smooth completion. Vanchieri and his Latham colleagues helped Rivian craft a lengthy prospectus that satisfied regulatory scrutiny, all while Rivian was revving up production and pitching to investors amid intense media coverage of the IPO, the largest debut of 2021.

"The hype and the investment demand for the IPO was off the charts," Vanchieri said. "Naturally, there was a desire to move quite quickly through the IPO process. And the fast pace was all while management was working to get additional production and deliveries going on the business side."

His most interesting deal lately:

Vanchieri represented underwriters for artificial intelligence-focused startup CoreWeave in its **\$1.5** billion IPO in March, the largest new listing in 2025. Market observers closely followed the company, deemed as a harbinger for future AI-focused IPO candidates. CoreWeave supplies companies with AI-powered graphic processing units that accelerate their workloads, serving technology giants like Microsoft Corp. and Facebook owner Meta Platforms Inc.

"Getting to know the company and [understanding] their unique and incredible business was fascinating," he said.

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Salvatore Vanchieri
Latham & Watkins

Age: 36

Home base: New York

Position: Partner

Law school: Georgetown University
Law Center

First job after law school: Associate
at Latham

What motivates him:

Latham has enabled Vanchieri to represent a spectrum of clients on capital markets deals, spanning from the companies themselves to IPO underwriters and initial purchasers on private debt offerings, he said, and that responding to a wide range of demands invigorates him.

"There are a few things that can be motivating. One is the opportunity to help clients, whether it's on the company side or if you're representing financial institutions. And having the opportunity to solve what can be complex situations and transaction structures, and becoming an extension of their team during that transaction," Vanchieri said.

Other notable deals:

Vanchieri counseled investors participating in a \$500 million preferred equity issuance that was tied to a \$10.2 billion leveraged buyout of software-as-a-service provider Zendesk Inc. Private equity shops Permira and Hellman & Friedman LLC acquired and took Zendesk private in 2022, a massive deal that required several funding sources, including preferred equity financing arrangements guided by Latham.

More recently, Vanchieri also co-led the Latham team that represented investment firm Sixth Street in its equity investment of the San Francisco Giants, unveiled in March. Sixth Street's investment marks the latest partnership among private equity firms and sports franchises. The investment will fund the Giants' plans to improve entertainment and fans' experience at the team's home stadium, Oracle Park.

"The interesting piece of that one is that it's a growing area in which we're seeing asset managers making investments into sports teams as the leagues more generally open up to permit institutional investments into the teams," he said. "Getting to work with the relevant parties to structure and complete a successful investment was a great experience."

On the future of his practice:

Vanchieri noted that capital markets attorneys need to be nimble during down cycles, which may require structuring novel products to meet client needs. He said he expects hybrid equity products, including those that offer preferred shares, as well as private credit arrangements will be increasingly vital.

"The scale, scope, sophistication of private credit and the financing opportunity is going to continue to grow at all levels of the capital structure," Vanchieri said. "It's in large part due to the flexibility that private credit funds can provide, particularly in a volatile market environment."

--As told to Tom Zanki. Editing by Alyssa Miller.

Law360's Rising Stars are attorneys under 40 whose legal accomplishments belie their age. A team of Law360 editors selected the 2025 Rising Stars winners after reviewing more than 1,100 submissions. Attorneys had to be under 40 as of April 30, 2025, to be eligible for this year's award.