

ARMSTRONG TEASDALE ADDS LIZ PASPALAS AS SENIOR DIRECTOR OF BUSINESS DEVELOPMENT

National law firm Armstrong Teasdale today announced the addition of Liz Paspalas as Senior Director of Business Development. With nearly 20 years of experience in legal business development and marketing, she will collaborate closely with firm management and marketing teams to drive client acquisition and revenue growth initiatives.

Paspalas has developed a track record of implementing robust business development processes and growth-focused initiatives through her years at firms including Arnold & Porter, Howrey, Steptoe & Johnson, Bryan Cave Leighton Paisner and, most recently, Dentons.

In her role at Armstrong Teasdale, in addition to leading proposal and RFP responses, Paspalas will lead internal client and industry teams, lateral integration, attorney coaching and training, as well as client feedback initiatives.

“We are thrilled to welcome Liz to Armstrong Teasdale in this role,” said Karl Riehl, the firm’s Chief Administrative Officer. “The firm is in a pivotal period of strategic growth, and what Liz brings to the table is an ability to streamline and strengthen our efforts to not only secure clientele in an increasingly competitive legal market, but also help to maintain the exceptional client service that this firm is known for.”

Richard Engel, the firm’s Managing Partner, says Paspalas will play a vital role in helping to drive the firm’s focused growth.

“Armstrong Teasdale has become more nimble and more thoughtful about its growth in recent years,” Engel said. “Now that our strategic priorities have been set in motion, I am happy to welcome Liz on board to continue carrying out the strategies that will position the firm for long-term success.”

Paspalas earned her MBA in marketing from Old Dominion University and bachelor’s degree in political science from James Madison University. She is based in Armstrong Teasdale’s St. Louis office.



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