

THOUGHT LEADERSHIP

NEWS RELEASES

PUBLISHED: AUGUST 4, 2025

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Husch Blackwell Names Erin Banks as First-Ever Chief Business Development Officer

Husch Blackwell is pleased to announce the arrival of Erin Banks as the firm's first-ever Chief Business Development Officer. Banks brings more than 20 years of experience in legal marketing and business development leadership, having served in senior roles at several Am Law 50 firms.

Based in Dallas, Banks will serve as a key member of Husch Blackwell's C-suite and oversee firmwide business development strategy and execution, marketing and communications, marketing technology, events, creative services, and key client accounts. She will work closely with firm leadership to develop and implement business development strategies that align with the firm's overall vision and goals.

"From her extensive experience guiding large firm growth to her leadership style and cultural fit, Erin is a transformative addition to our leadership team," said Jamie Lawless, Chief Executive of Husch Blackwell. "She has built high-performing teams, delivered measurable growth, and led law firms through competitive market shifts. With Angela Quinn leading our Operations Division and Erin heading our Marketing & Business Development Division, we have a dynamic leadership team in place to drive the firm's next phase of growth."

Banks most recently served as Director of Business Development, Practices at Reed Smith, where she led cross-functional revenue initiatives and implemented advanced business intelligence tools to track opportunity pipelines. Her career includes other senior leadership roles at Norton Rose Fulbright and Perkins Coie, where she built and led global business development teams, launched client account programs, and established firmwide proposal systems.

“I look forward to helping build out the team that will partner with and support our attorneys as they help our clients solve their most complex business issues, and contributing to the firm’s expansion,” Banks said. “There is incredible momentum at Husch Blackwell, and I’m excited to join a firm that is deeply committed to innovation, client service, and purposeful growth.”

The creation of this new position was announced earlier this year during the firm’s strategic senior leadership restructuring and reflects Husch Blackwell’s commitment to building a forward-looking, scalable leadership model to support sustained national expansion and exceptional client service.