HUSCH BLACKWELL



Sarah Murray

DIRECTOR OF BUSINESS DEVELOPMENT

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OVERVIEW

As director of business development, Sarah drives revenue growth and enhances the firm's brand awareness by partnering with attorneys to strengthen client relationships and advance strategic, client-focused initiatives.

She leads the firm's business development and proposal teams, ensuring that the firm's lawyers are supported by dedicated, collaborative business professionals focused on understanding and addressing client needs and market opportunities. Sarah joined Husch Blackwell with 15 years of leadership experience at global and regional law firms, where she drove business development initiatives and introduced centers of excellence. Sarah develops high-performing teams who act as strategic partners to the lawyers they support, equipping them to lead cross-practice efforts, implement coordinated strategies, and translate the firm's strategic priorities into actionable plans that drive revenue growth and deliver measurable return on investment.

A central tenet of Sarah's approach is that the practice of law is relationship-driven. As strategic advisers, her teams help attorneys cultivate deep, trusted relationships by listening to clients, understanding their business, anticipating challenges, staying meaningfully connected, and responding to their needs. Through proactive research, gathering client feedback, analyzing insights, and fostering thoughtful conversations about the challenges and opportunities shaping their businesses, Sarah's teams partner with

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attorneys to provide the optimal client experience, aligning their work with client priorities and the firm's strategic goals.

The evolving legal industry has reinforced the importance of adaptability. Sarah stays attuned to how clients consume information and engages them where they are, leveraging technology and data to enable her team to focus on high-impact, strategic initiatives that deliver tangible value to clients.

Recognition

- *Charleston Regional Business Journal*, Forty Under 40, 2017

Education

- B.S., University of South Carolina
    - *cum laude*
    - Business Administration, Marketing and Finance; Minor, Advertising

Community Leadership

- Daniel Island School PTA
- American Heart Association, Go Red Executive Leadership Team, Past Member
- Charleston Metro Chamber of Commerce,
    - Executive Women's Roundtable Committee;
    - Charleston Young Professional Program, Past Member
- Summerville Junior Service League, Past President

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