

Daniel S. Sandman

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Business & Operations Executive

Litigation Support & Discovery | Business Development | Client Relationship Management

Business and operations executive with 13+ years of progressive business leadership experience driving revenue, profitability, and efficiencies for established and matrixed organizations. Former practicing attorney (in-house and law firm) with value-add skills in public service that can easily translate complex concepts into simple language. Solid business acumen and inspirational leadership that fuels growth, innovation, and a bias for action in the legal services industry. Admitted to practice in California and Illinois.

- **Strategic Leadership:** Business strategist entrusted to advise senior leadership and stakeholders on issues involving risk, organizational systems, and operational policies while managing multimillion-dollar operating budgets (up to \$5M).
- **Business & Relationship Development:** Established history of driving growth by identifying new opportunities, cultivating client relationships, and launching business development programs and marketing campaigns following acquisitions.
- **People Management:** Skilled at adapting quickly to changing environments, inspiring and empowering teams, managing all facets of employee engagement, and driving best practices for stakeholder buy-in.

Revenue Growth | Relationship Building | Performance Metrics & Objectives | Business Development | Strategic Business Consulting | Litigation Lifecycle | Expert Witness | Workflow Practices | Legal Technology | Operations Leadership

PROFESSIONAL EXPERIENCE

AMERICAN MEDICAL FORENSIC SPECIALISTS (AMFS), San Francisco, CA (2014 – Present)

Medical expert witness consulting firm with international services. Subsidiary of Ontellus, one of the largest legal services companies.

President (2017 – Present)

Senior Vice President, Business Development (2016 – 2017)

Vice President, Business Development (2014 – 2016)

Initially hired as VP of Business Development with oversight for all marketing, new business acquisition, and client relationship management. Promoted to SVP to undertake a chief of operations role during company's two acquisitions and exit of prior principal. Advanced into President role in 2017 (subsequent to Ontellus acquisition) with oversight for all high-level management, including P&L, hiring, marketing, and business development.

- **Oversaw planning, development, and launch of new website** resulting in increased conversion rates, higher user engagement, and increased brand recognition. Boosted national network retention of 6,000+ healthcare professionals.
- **Increased revenue YOY by 20% in first year as President** through enhanced marketing efforts, client retention and development, large account generation, process improvements, and clear goal setting.
- **Grew team from 3 employees to team of 10 following acquisition.** Integrated corporate HQ roles into team and oversaw all marketing, business development, P&L management, budgeting, HR, sales, and identifying targets for acquisition.
- **Reduced costs, enhanced cross-selling with parent company, and increased relationship building** by expanding company to multiple locations in LA and Houston.
- **Led company pivot to defense sector to expand business opportunities**, including switching marketing focus on commodity services that grew significantly during COVID-19. Planned and executed office move to new location saving company hundreds of thousands of dollars. Executed successful transition to remote work model with zero business impact.

Attorney & Solo Practitioner – DANIEL S. SANDMAN, ESQ., San Francisco, CA (2011 – 2014)

Solo firm focused on copyright licenses, corporate contracts, and confidential document analysis.

Represented mid-sized and large-sized companies in various industry sectors, including technology and general business. Handled major litigation for international law firms and consulting groups.

- **Drafted copyright license agreement** as part of an intellectual property dispute settlement.
- **Analyzed and reviewed confidential documents pertaining to securities investigation** (retained by Lane Powell law firm and FTI Consulting via Robert Half Legal).
- **Analyzed and reviewed confidential documents of publicly held company** embroiled in class action securities litigation (retained by Morrison and Foerster via Robert Half Legal).

Regional Director – ANTI-DEFAMATION LEAGUE (ADL), San Francisco, CA (2010 – 2011)

International non-profit human rights agency with \$80M+ revenue.

Led strategy and development for Northern California, Utah, and Hawaii regional offices, serving as face of organization for all media and news. Managed multimillion-dollar budget and team of up to 5 people.

- **Increased ADL's visibility within communities through strategic public relations campaigns** that focused on establishing diversity, inclusion, and belonging initiatives to eradicate bullying in schools and workplaces.
- **Built coalitions with law enforcement, local government, and religious institutions** to further cement local connections and expand opportunities for ADL programming.
- **Expanded donor relations and fundraised annual budget through financial contributions** from religious, business, and governmental leaders.

Director of Business & Legal Affairs – THE TENNIS CHANNEL, INC., Santa Monica, CA (2008 – 2009)

Tennis and lifestyle network reaching more than 20 million homes.

Advised executive team on key business and legal issues to mitigate risk, increase efficiencies, and reduce legal spend.

- **Negotiated and drafted entertainment-related agreements**, including talent, production, internet, commercial lease, copyright, and content licensing contracts.
- **Developed and negotiated multimillion-dollar deal to lease production space and telecommunications hub.** Supported key players for production of scripted series' and live/taped sporting events.
- **Managed outside counsel on litigation.** Favorably resolved a 5-figure property damage claim and handled it in-house, which maximized recovery and avoided outside counsel legal fees.

Senior Associate – KLINEDINST PC, Los Angeles, CA (2007 – 2008)

Mid-size litigation firm specializing in business and commercial litigation, liability, and construction matters.

Represented clients in business litigation, professional liability litigation, and construction defect litigation matters. Engaged in extensive motion practice, trial preparation, and discovery. Facilitated settlement conferences and ADR hearings.

Earlier Career Experience:

- *Senior Associate Attorney* – SANDMAN, LEVY & PETRICH, Chicago, IL (2003 – 2006): Managed litigation strategy for 60+ civil litigation case files. Achieved favorable result in 5 jury trials tried to verdict. Actively involved in business development.
- *Associate Attorney* – JENNER & BLOCK, LLC, Chicago, IL (2003): Assisted with corporate litigation matters.

EDUCATION & BAR ADMISSIONS

J.D. – *University of Illinois Chicago School of Law (John Marshall Law School), Chicago, IL (2003)*

Dean's Scholar; Moot Court Team

B.A., Broadcast Journalism & Political Science, cum laude – *Syracuse University, Syracuse, NY (1996)*

Bar Admissions: State Bar of California (248345); State Bar of Illinois (6279396); U.S. District Court Southern District of California; U.S. District Court Northern District of Illinois

BOARD LEADERSHIP & AFFILIATIONS

Board Candidate & Chairman of Public Safety Committee – City of LA, Greater Griffith Park Neighborhood Council (2009 – 2010)

Appointed by Executive Committee to oversee public safety issues and coordinate programs for community of 35,000 people. Awarded Certificate of Appreciation by mayor and city council for organizing Community Emergency Response Team training for 100 area volunteers with Los Angeles Fire Department. Developed and executed outreach campaign for public safety issues.

Supreme Court Appointed Committee Member – Illinois Supreme Court Committee on Character & Fitness (2005 – 2006)

Reviewed pending attorney applications. Conducted interviews with applicants, filed reports to the Committee, led inquiry panel hearings, and made recommendations to Supreme Court regarding candidate certification to Illinois Bar.