Robert L. Grossman

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Summary

Rob joined the faculty of the Johnson School in the fall of 2022 after a distinguished 30-year career in the professional services industry. In his last corporate role, Rob served as the COO of Paul Hastings LLP, a global law firm where he had responsibility for all aspects of the business that did not involve the practice of law. Rob previously spent most of his career at Deloitte Consulting LLP ("Deloitte"), serving in a variety of leadership roles including the COO of the $1.7 billion Strategy & Operations consulting practice and the leader of the Monitor Deloitte strategy practice. His client focus was on corporate and financial strategy matters, with expertise in growth, strategic planning, capital allocation, real estate, mergers, acquisitions, and divestitures. Rob also currently serves as an advisor and/or Board member to a couple of early stage companies.

Professional Experience

2022-Present

SC Johnson College of Business, Cornell University
Visiting Senior Lecturer

- Teaching Management Cases course (NBA 5330) at the Johnson Graduate School of Management

2021-2022

Paul Hastings LLP
Chief Operations Officer

- Reporting to the Chairman and two Managing Partners, had overall responsibility for the business operations of a $1.6 billion global law firm with 22 offices across the US, Europe, and Asia
- The business operations and support functions include 500+ professionals encompassing Finance, Technology, Talent, Business Development, Knowledge Management, Innovation, Real Estate, and Office Operations
- Also served on 3 different legal industry COO roundtable groups and presented at industry conferences

1996-2021; 1992-1995
2000 – 2021

Deloitte Consulting LLP
Principal (non-CPA partner)

- Served, from 2018-2021, as the Lead Client Service Partner for a significant private equity client that generated annual fees between $40-100 million; focused on driving EBITDA growth through the combination of improved efficiencies and revenue enhancement
- Served, from 2011-2018, as COO (with P/L responsibility) for the $1.7 billion Strategy & Operations consulting practice; practice was second largest, only behind McKinsey, in the U.S.
- Led the integration of the acquisition of Monitor Company in 2013; transaction widely heralded as a tremendous success (5-year partner retention rate exceeded 80%)

- Co-founded Deloitte's corporate development team and was responsible for proprietary acquisition, divestiture, and JV activities; completed 50+ transactions involving companies across 5 continents
- Concurrent with leadership roles, served as a strategic advisor to clients in multiple sectors including retail, consumer products/services and real estate
- Co-authored several articles including "Global Retail Expansion: A Recipe For Creating Shareholder Value?", "Foundation for success: Restoring and leveraging the physical store's competitive advantage", and "Can Healthcare Rescue Real Estate?"
- Was interviewed by The Wall Street Journal and National Public Radio. Also presented at leading real estate industry conferences including several Urban Land Institute meetings and the South Africa Property Owners Association annual meeting
- At age 33, was one of the youngest to be promoted to Principal

1996 – 2000
and 1992-1995

Strategy Senior Manager, Manager and Senior Consultant

- Led the delivery of projects across multiple dimensions of strategy, including new market entry, capital allocation, strategic planning, organic and inorganic growth, and M&A strategy
- Worked across several industries including retail, consumer, healthcare, media and business services

1995 – 1996

Argentum Capital Management
Vice President - The Argentum Group

- Analyzed, performed diligence and wrote investment memorandums for consummated transactions, including a ten-fold return in Omnipoint Technologies, a pioneer in cellular telephony that was ultimately rolled-up into what is now T-Mobile

1988 – 1990

Bankers Trust Company
Financial Analyst, Real Estate Finance and Private Equity Groups

- Prepared financial analyses, investment and offering memorandum, and presentation materials for debt and equity private placement and principal investing activities

Education

1992

Northwestern University
MBA in Management Strategy and Finance

1988

Cornell University
BS with Distinction, Economics