

# Vincent M. Bell

President

UPSTREAM CONSULTING GROUP, LLC

914 980-1474 (Cell)

914 274-8432 (Office)

[vbell@upstreamconsultinggroup.com](mailto:vbell@upstreamconsultinggroup.com)



More than thirty years of senior executive experience in both partnerships and corporations including 20+ years of professional services management experience.

- Strong project management and team building skills which allow for the cost effective implementation of new projects.
- Provide strategic advice to senior management on the most current changes to the traditional law firm model including staffing, associate recruiting and productivity, and maximizing investments in real estate.
- Strategic billing and collections analysis to increase profitability and growth
  - Implemented a new approach to billing and collections including monthly goals and partner targets which improved cash flow and increased revenue.
  - Was one of the project managers who developed and implemented Akin Gump's outsourced Financial management program including a firm-wide training program for the new accounting system.
- Technology management including design/implementation of complex financial software projects.
- Experience in developing/managing outsourcing operations including accounting systems and word processing operations.
- Human resources and benefits management experience including: designing improved staffing models with increased staff to lawyer ratios yielding significant productivity and profitability improvements; recruiting, training and mentoring of staff managers to improve productivity, insure continuity and provide effective backups for employees at all levels.
- Facilities and real estate management, construction and space utilization.
  - Managed real estate search, lease negotiations, design process and build-out for 225,000 SF of office space in New York City in a newly constructed LEEDS Platinum building.

## PROFESSIONAL EXPERIENCE:

Akin Gump Strauss Hauer & Feld, LLP – Director of Administration, NY for 13 years

Moses & Singer, LLP – Executive Director

Cole Schotz Meisel Forman & Leonard LLC – Director of Administration

Cooper Robertson & Partner – Architectural Firm Director of Administration

Publishing Industry Experience – Simon & Schuster, B. Dalton Booksellers, and Barnes & Noble, Inc.

## MEMBERSHIPS, RECENT PUBLICATIONS & SPEAKING ENGAGEMENTS:

Large Law Firm Administrators' Group, Founding Member (2008 to present)

Law Firm Controllers' Roundtable (2002 to present)

Active member of the Association of Legal Administrators (New York City chapter) (1994 to present)

Chair of Large Firm Section 2006 – 2008.

Co-Author of "Building and Understanding Law Firm Space" NYSBA Journal, 9/2011

Contributor to "Best Practices in Legal Management: A Comprehensive Guide", book published by the NYSBA, 2010

Speaker on "Foxes, Hedgehogs and Law Firm Profitability" – ALA Webinar, 9/2012

Panelist on "Law Office of the Future" – ALA Regional Educational Conference, 9/2011

Speaker at Symposium 5.0 on "Law Firm Space" – ALA, New York City Chapter, 9/2010

Speaker on "Best Practices in Legal Management" – NYSBA CLE Conference, 2/2010

## EDUCATION:

Fordham University – MBA (Accounting)

New York University – BS and MS