



## Joseph J. Palermo

Chief Operating Officer

New York

T: +1 212.419.5871

[jpalermo@lowenstein.com](mailto:jpalermo@lowenstein.com)

Joe provides executive oversight of day-to-day operations and works closely with leadership to help drive the firm's positioning and strategic plan. With responsibility for all business functions, he is focused on creating greater efficiency across finance, human resources, marketing, and technology in order to provide superior service to the partnership and the highest value to clients. He strives to embody the firm's core values and enable its lawyers to compete and win in a dynamic legal industry.

Joe has more than 25 years of increasing management responsibility in professional services industries. Prior to joining Lowenstein Sandler, he served as Chief Operating Officer of a top 20 global law firm for more than 10 years and, previously, as Chief Financial Officer for two other national law firms. Joe holds an M.B.A. from Boston College and a B.S. from Northeastern University.

## NEWS & INSIGHTS In the Media

> March 29, 2021

Lowenstein Chief Operating Officer **Joseph J. Palermo** speaks to *The New York Times* in an article addressing the impact of COVID-19 and the rise of remote work on New York City's commercial real estate market. Palermo says, "I could find few people, including myself, who think we are going to go back to the way it was." Lowenstein is committed, however, to maintaining the firm's physical presence in New York City, while at the same time considering all options, including changes to footprint and workspace layout; flexible arrangements such as hoteling; new technology to better connect offices and remote workers; and schedules that bring teams together for collaboration and mentoring while preserving flexibility. Palermo believes "New York City has been down this road before; it has always bounced back, and we believe it will again."

> April 2020

In *Legal Management* magazine, Lowenstein Chief Operating Officer **Joseph J. Palermo** discusses how evolving client needs have inspired new technology- and legal-oriented industry roles within law firms. "Clients are looking for more value, and we're looking for ways to add that to our suite of services so we feel we understand their business and challenges," he says. "The business of law has become more and more complex, and investing in professionals who know how to manage these systems will continue to be a focus for us and should be for other firms."

Palermo also addresses the firm's addition of **Victor Barkalov** as its first Chief Innovation & Information Officer. Palermo says, "The firm wanted to convey in his title that he not only has to come up with innovative ways of using technology with clients, but also needs to do the traditional stuff, in terms of managing infrastructure, making sure his internal clients have what they need to service external clients." Regarding additional hires in the area of privacy and information security, Palermo states, "Client requests are getting more serious in terms of what they're looking for us to do [when] managing their data. We want to be able to satisfy whatever the requests are."

> June 4-7, 2019

The addition of three new leaders to the firm's senior management team—**Victor Barkalov** as Chief Innovation & Information Officer, **Kevin Iredell** as Chief Marketing Officer, and **Mikhail Makarovsky** as the firm's first Director of Pricing & Profitability—is highlighted in *Bloomberg Law – Big Law Business*, the Commerce and Industry Association of New Jersey's (CIANJ) *Business Beat* newsletter, *New Jersey Business*, *New Jersey Law Journal*, *NJBIZ*, *Law.com*, *General Counsel News*, and *The Deal*. The *New Jersey Law Journal* quotes **Joseph J. Palermo**, who notes the importance of each role in providing expertise for both the firm's lawyers and clients. (*subscription required to access certain content*) [View Lowenstein's news announcement about these executives' arrival to the firm.](#)

> January 25, 2018

**Gary Wingers** and **Joe Palermo** are quoted in *Bloomberg Law – Big Law Business* about Joe's joining Lowenstein as COO and, more broadly, about the growing importance of the COO role in law firms' strategic growth and direction. Joe's arrival at the firm was also covered in *LawFuel*.