

# CEO Despacho de Abogados



**Job Title**  
Lawyer

**Age**  
35 to 44 years

**Highest Level of Education**  
Professional degree (e.g. MD,

## Social Networks



**Industry**  
Law Firm

**Organization Size**  
11-50 employees

## Preferred Method of Communication

- Email
- Phone
- Face-To-face

## Tools They Need to Do Their Job

- Business Intelligence Dashboards
- Email
- Reporting Software
- Cloud-Based Storage & File Sharing Applications
- Project Management

## Job Responsibilities

Customer service  
People manegmet

## Their Job Is Measured By

settle lawsuits

## Reports to

Clients

### **Goals or Objectives**

Optimize the law firm

### **They Gain Information By**

Obtain information in seminars

### **Biggest Challenges**

- Navigating Client Relationships & Communications
- Communication
- Problem Solving & Decision Making
- Project Management & Disorganization
- Resources
- Collaboration & Creativity