

ANAND AGNESHWAR

Partner

Arnold & Porter Kaye Scholer

LLP

New York

Practice Area: **Litigation**

Years Practicing: **21**



“Rainmaker is not a label I

particularly like. It sounds like you’re out for the next big catch,” says Anand Agneshwar, a litigation partner in Arnold & Porter Kaye Scholer’s New York office who co-chairs the firm’s product liability practice group and heads its diversity committee. “To me that isn’t what being a successful lawyer who generates business is all about. I’m concerned about a client’s business and wellbeing. And that in turn hopefully has a ripple effect and brings in more business.”

Agneshwar, a musician whose first dream was to play guitar in a rock band, now represents pharmaceutical and consumer product companies in product liability and related litigation. “On the upside when you bring in business you gain a voice in a firm,” he says. “But then the buck stops with you if something goes wrong with the case. You have to put together a great team, manage externally and internally, and make sure you’re doing well for the firm while giving your client the best service you possibly can.”

“Bringing in a matter is just the first step,” he adds. “Constantly you have to be doing the best for the client and looking ahead. A new client is not just your next assignment. It’s a continuation of doing the very best.”

Part of what Agneshwar likes best about rainmaking is building a team and showcasing junior lawyers. “Recently we had a strategy meeting with a client where only associates presented. You get to think and partner creatively. It’s a luxury and responsibility.”