



## Vanessa Hernandez

Senior Product Manager, Conversion

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Vanessa Hernandez is Senior Product Manager for Matter Conversion, overseeing strategy and driving the firm's strategic priorities for all incoming potential new matters. In coordination with the Managing Director of Business Development, she is responsible for leading the entire lifecycle of incoming opportunities from new matter origination to client engagement through strategy formulation, business assessment, and client development support across various business units.

Before joining Kobre & Kim, Ms. Hernandez was an intern analyst at the Crime Strategies Bureau of the Bronx District Attorney's Office. A fluent Spanish speaker, she earned her Masters of International Affairs at Baruch College and received her BS at New York University.

### Education

- Baruch College, Masters of International Affairs
- New York University, BS, *cum laude*

### Languages

- Spanish