

## Rising Star: Skadden's Brett J. Fleisher

By Jack Rodgers

*Law360 (June 9, 2022, 2:02 PM EDT)* -- Brett J. Fleisher of Skadden Arps Slate Meagher & Flom LLP has headed multibillion-dollar deals between a myriad of companies, including leading Dell's \$4 billion sale of its Boomi business to Francisco Partners and TPG, earning her a spot among the private equity law practitioners under age 40 honored by Law360 as Rising Stars.



### **ON HER BIGGEST CASE:**

Along with leading Dell's \$4 billion Boomi deal, Fleisher also assisted in the \$3.7 billion sale of Purolite Corp., a chemical company and leading manufacturer of resin-based separation, purification and extraction technologies, to Ecolab, which has ties to the food safety industry. Fleisher also noted that Purolite, built from the ground up by two brothers, had stayed in the same family for 40 years until its sale.

"The transaction was particularly challenging given certain structuring, finance and tax considerations," she said. "The Skadden team devised a novel structure that achieved the family's objectives and facilitated a successful transaction. It was incredibly rewarding to work so closely with multiple members of the family who spent most of their lives building this company into a global, thriving business and be a part of this transformational transaction."

On the Dell transaction, Fleisher noted the deal was a tech space carveout transaction that also included a competitive auction aspect. The global reach of Boomi's employees and business, the necessity to internally restructure globally, and the private equity sponsors involved in the purchase meant Boomi lacked the infrastructure for that transaction that a strategic buyer would not, she said.

"The parties wanted to sign the transaction as quickly as possible, so we were tasked with finalizing five principal transaction documents in just over 24 hours," she said. "Private equity deals are always fast, particularly in the frenzy of the past two years, but the speed with which this deal was finalized even impressed us. This timetable would not have been achieved



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**Brett J. Fleisher**  
Skadden

**Age:** 36  
**Home base:** New York  
**Position:** Partner, M&A  
**Law school:** Emory University School of Law  
**First job after law school:** Associate at Skadden

without our global team at Skadden and the Dell team being tightly coordinated across all functions."

***ON HER PROUDEST MOMENT AS AN ATTORNEY:***

While Fleisher said she's proud daily to work for Skadden, she finds additional pride in helping clients achieve their goals within seemingly impossible timelines. She also said Skadden has a firm commitment to training and supporting its attorneys, adding that Allison R. Schneirov, who leads Skadden's mergers and acquisitions and corporate practice in New York, was constantly invested in Fleisher's personal success.

"She has always made it a point to give me opportunities to learn, lead and develop — from day one as a summer associate and through to today," Fleisher said. "I really appreciate how much having close relationships and mentoring can change the trajectory of your career, and how fortunate I was to have this. So I make it a priority to provide the junior attorneys on my team with the same opportunities and guidance that I had. One of my favorite and most rewarding parts of the job is watching junior associates grow as attorneys over time and even over the course of a single transaction."

***ON WHAT SHE'S MOST PASSIONATE ABOUT:***

Fleisher said she enjoyed each deal she was a part of, and its uniqueness and individual challenges.

"M&A allows you to learn about so many facets of the law and so many different industries that every day brings something new," she said. "Our clients and the markets in which they operate and invest are constantly evolving, so they expect us to understand any market shifts and adjust accordingly. Of course, it would be much easier if nothing changed, but it would not be nearly as fun."

She added she is motivated by wanting to do a terrific job for her clients and being an integral part of the Skadden team.

"I feel tremendous responsibility for ensuring our clients are not only satisfied with our advice, but are eager to work with us again," Fleisher said. "Private equity firms are very sophisticated consumers of legal services, and we have to earn our clients' trust every single day and can take nothing for granted."

***ON WHAT INSPIRED HER TO PURSUE PRIVATE EQUITY LAW:***

Fleisher said she was inspired by Schneirov to pursue the same career, watching her former mentor juggle deals and negotiate transactions.

"All to say, I initially chose to practice mergers and acquisitions because I found the work intellectually interesting, and thought I would have the best exit opportunities," she said. "The reason I decided to stay at Skadden is because the longer I practiced, the more I realized how much I really enjoyed doing deals, working with and building relationships with our amazing clients, and being an integral part of this incredible team."

Being surrounded by motivated attorneys like Schneirov was one of the best parts of housing her practice with Skadden, Fleisher added.

"I'm very much a people person and as an M&A attorney, I love that I get to collaborate with so many of my colleagues in other practice areas, like tax, intellectual property, employee benefits, antitrust, and litigation, just to name a few," she said. "I'm constantly learning from my colleagues and I think M&A is a great area to be in if you're a curious person."

**ON THE FUTURE OF THE PRACTICE:**

"I wish I knew," Fleisher said. "But in all seriousness, our clients, in the private equity space and otherwise, are constantly innovating and finding creative ways to get deals done even in the most uncertain markets and regulatory environments. And I expect they will continue to do so."

— *As told to Jack Rodgers*

*Law360's Rising Stars are attorneys under 40 whose legal accomplishments belie their age. A team of Law360 editors selected the 2022 Rising Stars winners after reviewing more than 1,350 submissions. Attorneys had to be under 40 as of April 30, 2022, to be eligible for this year's award. This interview has been edited and condensed.*