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25 May 2016 

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A Day in the Life of... Oscar Buitrago

Oscar Buitrago is Associate Director of Business Development for the Mergers & Acquisitions group



Oscar Buitrago

Oscar Buitrago has worked for the Firm for 10 years, including seven years in his current role. He is based in the New York office.

Oscar, you recently won an *M&A Advisor* Emerging Leaders Award, in the Business Development category. Congratulations!

I am absolutely thrilled to receive this award. It is an incredible feeling to be recognized by your colleagues and peers. I have to say though—the best part of this honor was that it came as a complete surprise. I am so grateful to John Reiss, Greg Pryor, Oliver Brahmst, Parissa Santi-Weil and Pam Tobias who came together to execute such a devious and wonderful plan in forging a secret submission on my behalf.



The Manila office baked a cake for Oscar when they heard about his award. Oscar had been providing training by video conference to the Manila “Matters Team,” pictured here with Pam Tobias, Marketing Technology Manager. Unfortunately for Oscar, they also ate the cake on his behalf

What does your work involve?

I am responsible for driving all aspects of business development and marketing for the Americas M&A Regional Section, and provide high-level support for the global M&A practice’s strategic initiatives. My role includes the strategic elements of business development such as pitching, business planning and client relationship management as well as the traditional marketing and communication aspects like targeted client events.

What do you like most about your job? Are there any particular career highlights that stand out

for you?

When I first started working in a marketing and business development capacity, this function was fairly new to law firms. Now, it is accelerating faster than ever. Collaboration on a global scale is critical. It is an exciting time to develop new and innovative ways to reach out to clients, particularly in this technology-driven era. This fast-paced high volume environment, in which you get to work with colleagues all over the world, keeps my role interesting and ever-changing. I thrive in this type of atmosphere.

In the first quarter of 2016, White & Case ranked #1 in M&A globally, in the US, in Europe and for cross-border M&A (by value) in the Bloomberg M&A League Tables. This is the first time the Firm has attained top position and this achievement is testament to the incredible work we are handling for our clients and focus on reporting our efforts at all levels.

At the end of 2008, when I was based in Singapore, the Firm was one of only six foreign law firms granted a license to practice Singapore law in permitted areas under the new Qualifying Foreign Law Practice (QFLP) Scheme. I remember working closely with Doug Peel and Barrye Wall on the rigorous application process. The news of our successful application came during the 25th anniversary of our Singapore office and we were able to share this with our office and the Firm, and at one of the largest client receptions we have ever held in Asia.

Tell us about your career trajectory.

After spending a number of years in New York at Skadden, I was offered the opportunity to close an important deal for the firm in its Singapore office. While there, I was asked to lead their business development team in Asia. It was then that I decided to dedicate myself to the business development profession and pursue what I considered my “international MBA”—an in-depth journey to experience Asia first-hand and understand the cultures and markets in the region. Soon after this decision, I joined White & Case because of its exciting international platform. In 2009, after five years in Asia, I transferred to White & Case’s New York office to lead business development for the M&A practice. My role continues to enhance my “international MBA”—last week, I collaborated with colleagues in London, Madrid, Paris, Tokyo, Hong Kong, Singapore, Sao Paulo, Silicon Valley, Los Angeles, Washington D.C. and Tampa.

Outside of the law, you also won a Donat Fellowship for the advanced study of archaeology and spent time in Rome studying art and architecture. That’s an intriguing out-of-work project.

In college, I double majored in Classics and Art History. I have participated in more than five archaeological digs, mainly in Israel—my favorite being Caesarea Maritime, where we continued to excavate the city and harbor built by Herod the Great in about 25–13 BC. I am fascinated by the combination of history, culture and science.

And that's not all. You do many charitable and community activities.

I have had a house in Woodstock, New York since 1997. I sit on the Board of Directors of The Woodstock Byrdcliffe Guild, a non-profit organization charged with preserving the historic and natural environment of one of the earliest art colonies in America. I devote substantial time to finding optimum ways for the organization to move forward with its mission. Recently, I chaired a major fundraiser to support Byrdcliffe's Artist in Residence Program.

Once the working day is over, how do you relax?

Relax? Not during the week. But on weekends it is important for me to rest and recharge. I do so mostly in Woodstock, where you will surely find me in my garden... a place for me to draw inspiration and center myself.

Thank you, Oscar.



Oscar in his garden

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In memoriam: Jim Hurlock

Driving the Firm forward

Assisting vulnerable members of society

New York associates celebrate their week

Banking with cocktails in Milan

Run, walk, ride, breathe

It's true... NDAs *are* art!

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