

# Jeff Grossman



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Jeff Grossman is a Managing Director and Head of Business Development with further management responsibility for the Investment Finance credit organization and the advisory services business. Jeff is based in New York in the Citi Private Bank Law Firm Group and is dedicated to working with top tier law firms across the US and London to identify and serve their financial needs.

In 2018, Jeff rejoined Citi after 14 years at Wells Fargo where he co-founded their Legal Specialty Group. He was the Senior Director of Banking for the Legal Specialty Group where he led banking, credit, deposits and treasury management for the business. His remit at Wells Fargo also included managing advisory services, which produced regular law firm surveys from 180+ firms as well as merger & acquisition analysis. In addition to his responsibilities as co-head of the Legal Specialty Group, in 2005 Jeff founded the Specialty Finance Group, a credit specialty business responsible for underwriting of complex credit, including life insurance premium finance, ESOP monetization, art, complex securities (restricted stock, private stock and other limited liquidity securities), sports, private equity and hedge fund lending.

In his previous role at Citi Private Bank Law Firm Group, Jeff was Regional Leader for the Southeast and worked closely with the ultra high net worth and Latin America groups to leverage the firm's global capabilities to senior law firm leaders. He led the first syndication deal for the Law Firm Group. Earlier in his career, Jeff worked in structured finance at IBJ Schroder Bank & Trust Company and in corporate banking at Barclays.

Jeff holds a B.S. and B.A. in English and Economics from the University of Massachusetts.

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