MEET THE DEALMAKERS

The Next Generation

Jennifer Huber

Jennifer Huber focuses her practice on mergers and acquisitions, business and finance, and securities. While attending Emory University School of Law, Jennifer was a research assistant in corporate governance trends related to human capital management. She served as a legal intern at a large bank in its Atlanta, Georgia headquarters.

Before attending law school, Jennifer worked as a paralegal at a high technology patent boutique law firm in Cary, North Carolina where she assisted attorneys in all aspects of U.S. and foreign patent prosecution. She also worked in various roles for the International Rescue Committee in its Phoenix, Arizona location, including compliance and timely reporting for all program grants and contracts totaling $6 million annually.

Jennifer was recognized in 2024 and 2025 as one of the "Best Lawyers: Ones to Watch" for Mergers and Acquisitions Law by *The Best Lawyers in America®*.

What is the focus of your practice?
My practice is now almost exclusively M&A. The majority of the transactions I handle are private equity acquisitions. Working for private equity clients for whom we manage serial acquisitions allows me to build a strong relationship with the client, truly learn the client's business, and become an integral part of its team. For example, I've worked on almost every acquisition for two portfolios of one private equity client. These portfolios are in the residential and facility services industries.

What made you gravitate toward M&A?
It really suits my personality. I'm used to working in fast-paced environments and I tend to remain calm through chaos. M&A is essentially herding cats through an evolving landscape, so my ability to remain focused and steady is an advantage. I also love that every day is different, and the challenges are always new. At any given time, I can be working on selling a local vet clinic, buying a nationwide logistics company, or working on a deal with several international subsidiaries. It's never boring!

You worked in different organizations for about a decade after college before going to law school. Do you find your work experience to be an advantage in your current role?
Absolutely. I think it's extremely beneficial. In general terms, my experience prior to law school has given me a better understanding of workplace dynamics and building relationships with clients. But more specifically, each of my

previous positions have helped me hone skills that are directly relevant to my work now. I spent over six years as a paralegal in a boutique patent prosecution law firm. Even though I wasn't exposed to M&A work there, I was dealing with many of the processes that are common to all law practices – from client management to meeting deadlines to communicating well with my colleagues.

Before working as a paralegal, I had several roles with the International Rescue Committee (IRC), an international NGO helping refugees. I worked directly with refugees, and I also managed all the grants for the IRC's Phoenix office. I learned to adhere to strict compliance and reporting requirements in a fast-paced and often chaotic environment, which now helps me produce high-quality work product even under extremely short deal deadlines. I also learned to work with people in crisis while staying calm and rational so I can serve their needs. Because of that experience, I think that I'm now able to help my clients navigate stickier points of a deal that may cause them stress.

How is Kilpatrick's Corporate Mergers & Acquisitions and Securities (MASC) practice helping you develop as an attorney?
As my mentor, Mick Cochran, always says, practicing law is a team sport. The MASC group truly lives by this motto. When I came to Kilpatrick, I was encouraged to work with as many partners on the team as I could, and it was a great learning experience. Not only was I exposed to the diversity of the partners' practices but also to their different ways of negotiating, client management, and practice development. Also, the partners are intentional about introducing the associates to clients and helping us build our own relationships with clients. The MASC team is very good at fostering younger associates. For example, at least once a year, partners and I have a thoughtful conversation about what I need to do for my progress and how they can support my growth.

You had mentioned Mick Cochran's mentorship. What makes him a great mentor, and how has he influenced your ideas about mentoring others?
Mick is a great mentor both by example and by taking a very thoughtful and intentional approach to bringing up younger associates. He puts a lot of effort into ensuring that I'm getting exposure to great clients and that I have a well-rounded set of skills. He also takes the time to talk through the conceptual framework of deals and why certain elements may be critical in one deal but not in another. Now that I'm in my fifth year of practice, we are starting to discuss business development and the different approaches I can take. He just so obviously cares about my growth as an attorney and a human.

Mick and other partners have been great role models for me as I begin to mentor younger associates. Just like they have done for me, I make sure to show juniors that they're an important part of the team. I try to put the tasks assigned to them into the bigger picture of the whole deal. It allows them to see that it's not just make-work but an essential part of doing the deal successfully. I also introduce them to the client and have them join calls as much as possible so that they can learn by observing our interactions with clients, too. Additionally, I have an open door for juniors and summer associates and I'm very honest in answering any question they have, whether it's about handling some aspect of a deal or dealing with a certain personality type. My goal is to help them succeed, and I think the best way to do that is to be straightforward and not hide the ball or be oblique.

What advice do you give to someone who's considering a career in M&A?
I think succeeding in this career comes down to attitude. So, my best advice is to be eager to learn and to really want to do M&A. I'd also say that you should be proactive in seeking out information and mentors because so much of what this practice is about cannot be learned from books or courses.

When I decided to go to law school, the managing partner of the boutique firm in which I was a paralegal introduced me to an attorney who started in M&A at a BigLaw firm, and that person was very generous with his time and advice. He gave me a realistic picture of what it's like. Now that I meet law school students through recruiting for the firm, I make sure to be very candid with them about what our lives really look like. I think that it's important to be transparent – after all, we're recruiting our future teammates, and we want people who are as invested in this practice as we are – but it's also important for candidates to ask questions so they can truly understand what they're signing up for.

Have you been able to use your M&A skills in the pro bono context?
Yes, I have. When I started at Kilpatrick, I reconnected with the IRC, and Kilpatrick is now a pro bono advisor to the IRC's Center for Economic Opportunity (CEO) in Atlanta. The CEO is a U.S. Small Business Administration-approved microlender. It provides former refugees with credit to buy or start a business in the U.S. We help CEO clients navigate some of the legal process involved in business ownership. We also get to work with other groups at Kilpatrick on these projects. For example, we needed design infringement advice for the jewelry designs of a client.

How do you recharge?
I play tennis for fun and competitively through the Atlanta Lawn Tennis Association (ALTA), and I captain both teams that I play on. It's a great social outlet that is not law related. It helped me find my community when I moved to Atlanta for law school, and I would say that most of my close friends in town came from tennis. Although, in a funny twist, some of them actually work for our clients while others are lawyers at other firms to whom I was able to refer some business and from whom I may also get referrals. But the main thing about tennis is that it's a complete break from my work and it provides an opportunity to step away and immerse myself in something entirely different. I think it's important to cultivate this type of hobby for longevity in the M&A game.

To learn more about Jen and the firm's nationally recognized M&A Team, please visit *ktslaw.com*