

Cozen O'Connor's Canadian Buildout Continues with the Addition of John Tsiofas as Director of Canadian Operations

Thursday, January 26, 2023

TORONTO – January 26, 2023 – As an important part of its ongoing expansion in Canada, Cozen O'Connor has hired John Tsiofas, one of the country's leading legal management experts, as its new director of Canadian operations. Tsiofas, who previously served as chief operating officer at Canadian firms Cassels Brock & Blackwell LLP and Davies Ward Phillips & Vineberg LLP, will work out of the firm's Toronto office — reuniting with a number of Cassels alumni, including Shane Hardy, co-managing partner of the Toronto office, and Brigeeta Richdale, managing partner of the firm's Vancouver office.

“John's experience in legal operations is unmatched in the Canadian market and, as such, he'll play a key role in our ongoing Canadian expansion,” said Michael J. Heller, Cozen O'Connor's Executive Chairman and Chief Executive Officer. “He's been the COO at two major Canadian firms and brings to us 20 years of law firm management experience. I'm thrilled he's chosen to join us and I'm happy to welcome him to the executive team.”

“Having spent part of my career working alongside John, I'm looking forward to working with him again here at Cozen O'Connor,” said Hardy, who also chairs the firm's Canadian Intellectual Property Practice Group. “We're in a serious growth mode when it comes to Canada and John's addition is yet another reflection of that.”

In his new position, Tsiofas will oversee administrative and support operations of Cozen O'Connor's Canadian offices including Toronto and Vancouver. His primary responsibilities will include developing policies and operating procedures, implementing programs that improve operational efficiencies, monitoring and analyzing existing and proposed business operations, and monitoring key performance indicator results. He will work closely with the firm's executive leadership, group chairs, office managing partners, and other senior management charged with executing Cozen O'Connor's strategic vision in Canada.

“I have worked closely with John and rest assured, he will be a major driving force to our continued growth in Canada,” Richdale said. “Simply put, John is the perfect choice to help us take our Canadian expansion to the next level. He's a dynamic and talented strategist and I'm very much looking forward to working with him again.”

Tsiofas has served as a strategic business adviser throughout his career. In addition to his legal work, he has served as a management and technology consultant and interim CEO at Kraft Kennedy, a major IT services and consulting firm.

“This is an exciting time for Cozen O'Connor, and I'm looking forward to being a part of it,” Tsiofas said. “The executive team is in the process of executing a sophisticated, well-planned growth strategy here in Canada and I'm flattered they've chosen me to help make that happen. I'm looking forward to working with my new colleagues, both here in Canada and in the United States.”

Tsiofas studied computer science and economics at the University of Toronto.

About Cozen O'Connor

Established in 1970, Cozen O'Connor has over 925 attorneys who help clients manage risk and make

better business decisions. The firm counsels clients on their most sophisticated legal matters in all areas of the law, including litigation, corporate, and regulatory law. Representing a broad array of leading global corporations and middle-market companies, Cozen O'Connor serves its clients' needs through 33 offices across two continents.

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