

## Wesley M. Greder

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DES MOINES OFFICE

As an undergraduate, Wesley Greder expected a required business law class to be difficult. He committed to putting in extra hours. The funny thing is that the work didn't actually come difficult for him. "I was spending extra time because of how much I enjoyed the material," he says. The transactional law course was the foundation for more than a finance and supply chain management degree. It sparked his interest in law school.

After an undergraduate internship at Goldman Sachs, Wes saw his future as a corporate attorney. "I was absolutely fascinated by all the different ways in which lawyers play a part in a global investment bank," he says.

Now, working in business organization, corporate finance, mergers and acquisitions, real estate, and other matters in a broad transactional practice, Wes strives to achieve client goals. "Transactional work has such a mutual benefit for both sides of the transaction that it makes it interesting to be able to see things from kickoff to closing," he says. "We're here for our clients to meet and deliver on their needs."

In delivering on client needs, Wes strives to be responsive. "I want my clients to know whenever they reach out, night or day, that I'm going to be able to take their call or take their email," he says. Wes also knows he can offer the best advice when he understands the client's business model.

In a merger, acquisition, real estate deal, or other transaction, successful completion usually means both sides are satisfied. "It results in both sides coming away profitable," Wes says. "It's securing a deal so both sides leave the transaction with one side very glad they bought and the other side very glad they sold on the terms that we negotiate."

Wes strengthened his work ethic and his sense of the value of teamwork as a member of the Iowa State University men's basketball team. On road trips or during summer preparation in the weight room, Wes learned about having one long-term vision for success. "That's something I apply to my clients—the ability to keep focused on the big picture and the end goal." He also honed an ability to balance commitments, such as school, athletics, community activities, and work. "In some sense that's what it's like to balance different client matters and be able to give my full attention and full faith to each one."



### PRACTICE AREAS

- Business, Finance & Real Estate
- Banking & Secured Transactions
- Business & Commercial Transactions
- Business Organizations
- Construction & Development
- Contracts & Procurement
- Corporate Governance
- Mergers & Acquisitions
- Nonprofit Organizations

### EDUCATION

- Iowa State University (B.S., Finance & Supply Chain Management, cum laude)
- University of Iowa (J.D.)

### BAR ADMISSIONS

- Iowa

### PROFESSIONAL EXPERIENCE

- Summer Associate, Nyemaster Goode
- Legal Extern, John Deere Financial
- Intern, Office of the Attorney General of Iowa
- Summer Analyst, Goldman Sachs

An Ames, Iowa, native, Wes is based in Des Moines, but also works from the Ames office.

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## RECOGNITION

### *Iowa Law Review*

- Student Writer
- Contributing Editor