

# Benesch alumni



**Brandt Voight**  
Senior Counsel  
*ExactTarget, Inc.*

**Q: When were you at Benesch and what was your position/  
practice area?**

**A:** January 2011 through May 2013 as an associate in the Innovations, Information Technology & Intellectual Property (3iP) Practice Group.

**Q: What is your current position and company?**

**A:** Senior Counsel at ExactTarget, Inc., a Salesforce.com company

**Q: What do you enjoy most about your career?**

**A:** The peers, mentors and co-workers who I had and still do have the opportunity to work with, celebrate with and learn from. Without these influences, I would not be at this stage in my career, nor would the journey to this stage have been so rewarding or enjoyable.

**Q: What is one interesting project you've recently handled? Or  
one significant achievement you'd like to highlight?**

**A:** Each fiscal quarter, our company reports incredible earnings results. Most recently, our company, which has a fiscal year revenue guidance of \$5+B and a market cap of \$35B, managed to report growth of 38% year over year. We are extremely proud of our ability to maintain this level of rapid growth, especially given the overall size of the company.

I consider this a significant achievement for myself as well, given that my role focuses on: (i) commercial negotiations for new business relationship in California and the Pacific Northwest region of the U.S.; (ii) addressing legal requests from our existing customers in the Southwest region of the U.S.; and (iii) commercial negotiations for new and existing resellers and partners in the West region of the U.S. As a result, I believe that my efforts have been impactful in helping the company to continue its significant growth and, most importantly, to continue fostering meaningful relationships with our customers.

**Q: What is one thing you learned at Benesch that has benefitted  
you ever since?**

**A:** A mentality of perpetual learning, with a focus on customer service.

**Q: What is your favorite memory of your time working at  
Benesch?**

**A:** When my wife and I were expecting our first child, my colleagues and co-workers in the Indianapolis office threw a baby shower for us. While team members from the Cleveland and Columbus offices could not attend in person, they also took the time and effort to personally communicate their well wishes as well as send numerous gifts of generosity. It was this level of thoughtfulness, care and support, going beyond the work responsibilities and expectations, that created a valued memory for my wife and me.

**Q: What is one interesting or unique fact that people would be  
surprised to learn about you?**

**A:** I am fiercely competitive at "cornhole," which people in some parts of the U.S. call "bags."

**Q: What advice would you give to a new attorney who has just  
started his or her legal career?**

**A:** Pick an area of practice that you have a true and genuine interest in and work with people whose company you enjoy. Devotion, hard work and sometimes grueling hours will be a trademark of starting any new career – however, if you pick an area of practice in which you have an authentic interest and a group of people with whom you enjoy working, then the old saying, "Love what you do and you'll never work a day in your life," rings true.

**Q: Is there any news or updates about your personal or  
professional life that you would like to share with your fellow  
Benesch alumni?**

**A:** Our daughter (Perry Christine Voight) was born on September 10, 2014. Her mom (Kelly) is doing great, and her two-year old big brother (Penn Miller Voight) loves to give her 'gentle' hugs (which sometimes look like head-butts).