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Waleed Rasrommani Discusses Working Face-to-Face With Clients in the Gulf With Law.com International

In the Media | June 18, 2026

Law.com International

In a Law.com International article (subscription required), Riyadh partner Waleed Rasrommani discusses the importance of having a physical presence in the Gulf when it comes to clients.

The article looks at the balance law firms need to have between being visible to clients and remote working in uncertain times. Waleed told *Law.com International*: "Clients increasingly demand global expertise with local delivery, and having a physical presence can often be the difference between winning or losing a mandate."

In challenging times, he added, "advisers are more important than ever because we operate in a constantly changing environment, where clients' businesses must adapt to unexpected challenges."

Related People

Waleed Rasrommani

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