

Rachel Rivkind

SHAREHOLDER

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OVERVIEW

Rachel Rivkind is a shareholder of the firm and a member of RIW's **Corporate** and **Banking** Departments.

Rachel partners with business owners, private equity clients and operational management, advising on and negotiating a broad array of corporate and commercial transactions along the business lifecycle. From operational contracting and supply chain optimization to acquisitions, credit facilities, and strategic exits, Rachel brings a pragmatic approach to risk management, keeping a focus on problem-solving and operational efficiency and execution.

Rachel has extensive experience negotiating and structuring a broad array of corporate and commercial transactions, spanning co-manufacturing, packaging, equipment, leasing, outsourcing, consulting distribution, and logistics agreements to the commercial frameworks and internal policies that support scaled manufacturing or supply operations. She regularly advises clients on contract standardization, vendor and assessment of customer risk, product recalls, confidentiality, and regulatory questions. While Rachel works with a broad and diverse range of clients, from family owned businesses to public companies, she has a particular interest in and enjoys working with food, beverage and packaging companies, food processors and copackers, and retail, manufacturing and service industry clients.

In addition to her commercial work, Rachel brings more than twenty years of extensive lending and finance experience. She has advised banks, private credit providers, private equity sponsors, and borrowers on secured and unsecured credit facilities, middle-market financings, and cross-border transactions. She is highly experienced in diligence, UCC and collateral matters, intercreditor and documentation negotiations, and aligning financing structure with operational realities at both the sponsor/guarantor and portfolio-company levels. Drawing on senior in-house experience with a US subsidiary of an international bank and a background at AmLaw 100 firms, Rachel understands the demands facing investors, lenders, and borrowers alike. She is known for clear drafting, efficient deal execution, and collaborative style that helps clients navigate complex transactions, tight timelines, and evolving risk profiles with confidence.

ASSOCIATIONS & ORGANIZATIONS

- Massachusetts Bar Association
- ChamberMusicNY, Board Member

PRACTICE AREAS

- Banking, Finance & Lending**
- Corporate & Business**
- Restaurant & Hospitality**

EDUCATION

J.D., Boston University School of Law

BSFS, Georgetown University
Walsh School of Foreign Service

ADMISSIONS

- Massachusetts
- New York