

***Do clients have increasing expectations that their legal advisors will possess 'non-legal' commercial skills?***

It really very much depends on the client. Some clients want their lawyers to bring broad experience and skills to the table - and appreciate input on a number of levels. Others take a more siloed approach with their advisers - confining management consultants for marketing, product and delivery strategy advice; investment bankers for M&A strategy advice; lawyers for legal advice and accountants for almost anything. These clients will naturally see their lawyers as adding most value to the mix by performing a narrower legal role. Like most lawyers I'm happy to adjust my role to the client's needs. That said, clients will always want legal advisors who at least are alive to the commercial context in which their legal advice is being provided.

***What qualities do you look for in young lawyers you are recruiting to your team?***

We do ask for a lot. First we're looking for the core skills - someone who is highly analytical, interested in learning (which I still am!) and with exceptional written and spoken communication skills.

Then it's a matter of fit. Our team is pretty eclectic, but those that are happy here and succeed have a personality that is a balance between being fairly driven, and at the same time having a sense of humour that always helps keep the challenges in perspective.

***You are the new President of CAMLA, how did you initially get involved in CAMLA and how would you like to see CAMLA develop under your presidency?***

I was initially involved in CAMLA as a member, attending their events and reading the CLB. Then I became involved as a board member and am now President.

Throughout that period I have always been very grateful for the important work that CAMLA does - providing a platform for exploring industry issues that I don't believe has any equivalent in the country. CAMLA has over 350 individual members represent-

ing over 100 different organisations (including large and small Australian and global telecommunications and media companies, government owned broadcasters, industry organisations, lawyers, barristers and regulators).

As a member of the board and now as president I have always seen CAMLA as a great educator - a place for sharing understanding of the continuous structural, technological and legal changes affecting the industry. I want to make sure we are maximising the benefits to our members by running lots of great events of that kind. Of course those events also provide enjoyable networking opportunities too!

To ensure the CAMLA membership remains vibrant we also need to keep educating the next generation of lawyers about the benefits of CAMLA - and I want to see the CAMLA Young Lawyers keeping up their great work in that regard.

Finally, but very importantly, we need to maintain our investment in the CLB and ensure that it remains a valuable high quality resource for our members.

***If not a partner in a law firm, what would you do for work?***

I haven't seen it yet.

***What is something interesting about you that is not on your resume?***

In my spare time I sail boats and build things!



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# CAMLA SEMINAR: **MEDIA NOW!**

**6:15pm**

Tuesday, 29 March 2016

See [www.camla.org.au/seminars](http://www.camla.org.au/seminars)  
for more details!