

## CASE STUDY

# Interim Legal Talent



### THE CLIENT

Global AmLaw 100 firm with 13 offices worldwide

### Industry

Legal

### Location

Silicon Valley, CA

### The Challenge

Two senior partners joined the client's emerging markets practice group and brought with them a burgeoning practice. To support the work of these partners and manage the workload of the team's existing associates, the client sought an interim junior capital markets associate to assist during the high-volume reporting season. The client was familiar with and open to working with interim attorney candidates as it recently converted two contract attorneys to join its Capital Markets/M&A group.

### The Solution

A long-standing relationship with the firm's training and development manager, coupled with positive past experiences with Major, Lindsey & Africa, opened the door to this great interim capital markets associate opportunity.

The Interim Legal Talent team met with the client to discuss its needs and ideal candidate phenotype factoring in both substantive experience and emotional intelligence. As part of the vetting process, we were asked for a list of AmLaw firms where we provided substantive contract attorney placements previously.

We launched the search and actively sourced junior candidates who were looking for an opportunity to practice in a challenging BigLaw environment. Within seven days, we had identified candidates who would need the client's needs.

### The Results

Our contract attorney provided valuable help during critical peak times, particularly with the uptick in work associated with the hiring of two new partners in the firm's Silicon Valley office. Specifically, the attorney took on corporate and transactional matters, mergers and acquisitions, leveraged buyouts, and recapitalizations. The candidate also represented financial services firms in strategic investments and technology transactions, growth equity and venture capital transactions, and equity compensation issues.

Given the success of this search, Major, Lindsey & Africa expects to continue to work with this firm in the foreseeable future.