

Beccar Varela announces three new partners

Wednesday, 18 November 2015 (5 hours ago) by Lulu Rumsey

Argentina's **Estudio Beccar Varela** has promoted three of its associates to partner – including two new female partners – as firms optimistically await the outcome of the country's presidential run-off election at the end of this week.



María Shakespear, Augusto Vechio and Florencia Rosati

The firm appointed corporate, IP and telecoms and media lawyer Florencia Rosati, 44, corporate practitioner María Shakespear, 38, and international trade and antitrust lawyer Augusto Vechio, 35, to the partnership on 6 November.

Rosati has been with the firm for 22 years, while Shakespear joined in 1998 and Vechio in 2003. Rosati and Shakespear are Beccar Varela's second and third female partners; the firm also includes female corporate partner María Fernanda Mierez. These promotions are a "natural component of the firm's expansion as well as a way of acknowledging the great contribution that the new partners have made to [Beccar Varela] through the years," says managing partner Horacio Beccar Varela.

Beccar Varela says trade is a growing area at his firm and Vechio's busy practice created a need for a new partner in the department. Rosati's promotion is a response to an increasing demand for IP and technology advice, including data protection issues. It follows legislative reform of Argentina's telecoms sector passed last year: the digital law permits a single operator to bundle their services and provide telephone, cable television and internet but includes provisions to promote competition by forcing operators to share their networks with competitors. Meanwhile, the promotion of Shakespear is a reflection of the firm's optimism that M&A activity in Argentina will increase under a new administration. "We are anticipating growth, and if that happens we need another partner in that team," says Beccar Varela.

The promotions bring Beccar Varela's partner count to 27. They are part of a broader growth strategy planned for 2016 that saw the firm hire an institutional relations manager to coordinate its relationship with international companies operating in Argentina and embassies in Buenos Aires, in a bid to find out foreign investors' strategies over the next few years and how the firm can meet demand. The firm will not announce the next stages of its plan until early next year, although it has ruled out opening offices outside Buenos Aires.

Amid a poorly performing Argentine economy and the government's ongoing dispute with holdout creditors, which tipped the country into sovereign default last year, the firm skipped a promotions round in 2014 and 2015. It last promoted lawyers to partner in 2013 when it appointed dispute resolution lawyer Gonzalo García

Delatour and antitrust lawyer Agustín Waisman to the partnership. However, the firm did also hire an advisory partner – a non-equity position between counsel and partner – earlier this year, adding Jorge Guillermo Rassó to its white-collar crime and corporate crime practice.

Argentina will go to the polls for a run-off election on Sunday, the first time in Argentine history that the president will be decided by a second round vote. Other Argentine firms are also gearing themselves for an increase in client demand for transactional work, with several planning to announce partner promotions by the beginning of next year. A broad consensus believe business prospects will improve no matter the outcome of the election, which pits Cristina Fernández de Kirchner's successor, left-winger Daniel Scioli, against Mauricio Macri, the centre-right mayor of Buenos Aires. However, many think economic improvements will happen faster under Macri. Last month Tanoira Cassagne Abogados upped its headcount by incorporating three-partner corporate, energy and entertainment firm Cier, Regueira & Asociados and hiring a fourth partner aimed at rejuvenating the firm in the wake of a couple of partner departures over previous year and ahead of a predicted upswing in corporate work in 2016. Meanwhile, corporate finance boutique Salaverri Dellatorre Burgio & Wetzler Malbrán hired the former partner of one of Argentina's largest firms, Bruchou, Fernández Madero & Lombardi, to co-lead its banking and finance practice earlier this month. Cleary Gottlieb Steen & Hamilton LLP, one of only three international firms in Argentina, promoted a corporate finance lawyer to counsel, the firm's most senior appointment since it opened in Buenos Aires.

Comments

There are currently no comments.
