

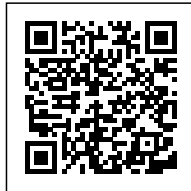
BAKER TILLY ABOGADOS, EAGER TO GROW

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by *ilaria laquinta*

Young but with clear ideas **Jordi Mercadé**, 38 years old and managing partner and founder in 2008 of Baker Tilly Abogados, the Spanish legal division of the major consultancy firm. In the last 14 years, under his leadership, the legal team has grown significantly to 70 professionals (including 12 partners), mainly in Madrid and Barcelona, but also covering the group's other Spanish offices: Bilbao, Pamplona, Logroño, Burgos, Toledo, Valencia, Alicante and Murcia.

THE ORGANISATION

Despite the peculiarity of the organisation, which envisages that Baker Tilly Spain is structured as an integrated group, the legal division is very similar to a traditional law firm, both in terms of the services offered and the organisation of the work force. "Baker Tilly Abogados has its roots in corporate advisory services in a broad sense, as well as in tax and labour law. Over the years we have expanded our services and as of today we have strong practices across a range of areas such as intellectual property, real estate, litigation, insolvency, restructuring and compliance – Mercadé explains to Iberian Lawyer. In addition, we have a network of partners throughout Spain which strengthens our reach in certain territories or specialisations of services".

As for the team, the firm is organised into: equity and salary partners (depending on whether they are partners of the holding company Baker Tilly Spain or only of its legal subsidiary), directors for each division and team, managers, senior lawyers, lawyers, junior lawyers and paralegals. In addition to these positions, there are also of counsel.

The organisation by area of expertise also makes Baker Tilly Abogados similar to a traditional law firm. "For example, we have specialisations such as M&A that allow us to compete both with law

firms and with multidisciplinary firms similar to us. One of our main characteristics is the multidisciplinary approach that allows clients in M&A transactions to have lawyers, tax advisors and accountants at the same negotiating table. We believe this is a great potential and advantage for our clients. Many law firms have lawyers specialising in many areas, but they don't have that component of other professionals who can provide that 360° approach", adds Mercadé.

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