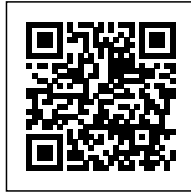


# BORN LEADER

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**Broseta managing partner Rosa Vidal has overseen substantial growth at the firm, she says the firm's sector-focused approach, lateral hiring policy and international strategy have been key factors in the firm's success**



Broseta has grown dramatically in recent years. The firm's billing increased 32 per cent in 2018 to €21.5 million, while revenue has doubled in the last two years. The firm's managing partner, Rosa Vidal, has played a key role in the organisation's recent success. Vidal has forged a reputation as an excellent leader – peers and colleagues describe her as a consummate teambuilder with a strong work ethic. In addition to making a string of lateral hires in recent years, the firm has also incorporated smaller law firms in both Spain and Portugal. Iberian Lawyer spoke to Vidal about the firm's recruitment policy, the growth projections for the coming year, the firm's international strategy and the key to motivating lawyers.

### **Which practice areas have been the key drivers of growth at the firm?**

Although it is true that, from the point of view of the traditional areas of law, commercial is a pillar of the organisation (representing a third of the income, with the other areas each generating a similar volume of business), our approach with clients and our method of working is based on sector specialisation. This has allowed us to develop a service offer that takes a multidisciplinary approach in sectors such as banking, automotive, real estate and construction, retail, health and pharmaceuticals, and aviation, among others. This approach is fully focused on meeting the needs of organisations, and from a '360' perspective.

### **Have lateral hires played an important role in the growth of the firm?**

If so, what lateral hires has the firm made? During the first three years of the '2020 Plan' we have incorporated professionals such as Agustín Puente, former head of legal services of the Spanish Data Protection Agency, who was incorporated as a partner in the area of IP/IT and Digital Environments; Alberto Palomar, a magistrate on leave of absence, who joined as a partner in the public law area; Carlos Gutiérrez, from Baker McKenzie, who heads the banking and finance practice in Madrid; José Manuel Sipos, from PwC, as director in the competition area; and Jesús Carrasco, from Squire Patton Boggs, and Vicente Roldán, from Écija, as new partners in the litigation department. At the beginning of 2018, Copa & Asociados Abogados was incorporated into Broseta – a law firm specialising in labour law led by partners José Manuel Copa and David López.

### **Do you expect the firm to continue growing during the next year? If so, why?**

Our forecast for 2019, the third of the four years included in the 2020 Plan, anticipates doubledigit growth. Although the market has slowed down, from our perspective we have perceived an increase in activity, which is due to us winning the trust of our clients, who are increasingly contributing to our growth. In addition, the talent and strength of our teams, the main asset of our organisation, have the technical expertise and market knowledge to allow us to have an agile approach and fully adapt to the needs of the client.

### **How is the Portugal office performing?**

The turnover of our Lisbon office in its first year of operation was around €750,000, and we expect growth of 60 per cent in the current year. This growth has been driven by high quality teams in telecommunications, data protection, real estate and construction, M&A, employment and banking and finance.

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