

E-ALERT MARCH 2013

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Welcome to the Iberian Lawyer email alert, bringing insight and analysis for lawyers who advise on international business interests in Spain and Portugal as well as the increasingly global interests of Iberian businesses around the world.

Best

Joanna Lee

Editor

Iberian Lawyer

News

Lisbon firms adapting to a difficult 2013

The Government may be progressing its austerity programme and the sale of state assets, but for many firms, domestic activity alone is no longer enough to sustain them. [Read more](#)

Government threatening a year of non-stop reforms

Up to 43 proposals could be introduced in Spain this year, but lawyers fear is that this may hinder, rather than encourage economic growth. [Read more](#)

Tax reforms risk pushing companies offshore, say In-House Counsel

In-House Counsel are facing an uphill battle against what appears to be a constant wave of change. And in 2013, this includes radical upheaval to the tax system. [Read more](#)

Litigation & ADR Report 2013

Opening up to ADR

With both domestic and cross border disputes on the rise, the increasing cost of litigation and a huge judicial backlog, Spain and Portugal are beginning to properly explore the benefits of ADR. But while both countries face cultural obstacles in doing so, recent regulations and moves by their respective Governments could prove a turning point in dispute resolution going forwards. [Read more](#)

Forthcoming events

Cross-selling: can it really work?

Cross-selling is always identified as a key route to higher revenues and client satisfaction, but few law firms have successfully addressed this challenge. This stimulating online session looks at the typical obstacles in driving cross-selling – and how to overcome them.

[Read more](#)

Agenda Africa Forum 2013 - New Investments Frontiers: Angola and Mozambique

The Agenda Africa Forum 2013 will look at some of the key energy, natural resources and infrastructure opportunities emerging in Angola and Mozambique, the current and prospective regulatory and investment frameworks, and assess the similarities and differences businesses face in the two countries.

[Read more](#)

Iberian Lawyer's 40 under Forty Awards

Held every two years, Iberian Lawyer's 40 under Forty Awards recognises the achievement of the top-40 lawyers across Spain and Portugal under the age of forty. The winners include lawyers from the major businesses, corporate law firms and those in public service.

[Read more](#)

Countdown to submissions deadline



Legal updates

Transportation - Portugal

Low cost Lisbon

By **Ricardo Rodrigues Lopes and Maria Leonor**

Piconez

Caiado Guerreiro

[Read more](#)

Tax - Portugal

A new large taxpayers' unit.

By **Diogo Bernardo Monteiro**

F Castelo Branco

[Read more](#)

Recruiting lawyers

Internal Legal Counsel, Makro, Lisbon (Immediate start- maternity cover) Ref: 200313MA

MAKRO is looking for an In-House Lawyer based in Lisbon to coordinate the legal aspects of the business in Portugal. The candidate needs to have over four years legal corporate experience and a high level of English. Experience in the distribution sector will be an advantage. The main tasks include drafting contracts, supporting all the shops in Makro Portugal, licensing and regulatory issues, among other day-to-day duties.

Abogado interno especialista en Propiedad Intelectual, multinacional, Barcelona Ref: 190313IB

Empresa internacional del sector farmacéutico busca abogado con iniciativa, capacidad relación con personas de perfiles distintos, organizado y apasionado por su trabajo. Experiencia mínima de 3 años en agencia o despacho especializado en Propiedad Intelectual (gestión carteras, redacción contratos, etc.) y con nivel alto de inglés.

Business Development Assistant, Hogan Lovells, Madrid - (Maternity cover) Ref: 110313HL

Hogan Lovells is looking for a professional to join the Business Development (BD) team in Madrid. Experience in marketing in professional services companies, auditing firms, investment banks or law firms will be a plus.

[Full details](#)

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