

CASE STUDY

Interim Legal Talent



THE CLIENT

A public infrastructure development and management company

Industry

Transportation/
Trucking/Railroad

Location

Washington, D.C.;
Headquarters
Melbourne, Victoria
Australia

The Challenge

Our client faced a challenge in filling a direct placement project attorney role on its in-house legal team. The recruiting for this role was complicated by the fact that the client sought a senior-level candidate with significant project finance experience acquired in a combination of in-house and AmLaw 100 law firm environments and excellent client-facing skills. The company needed to identify a candidate quickly as they had several large deals in the developmental phase, requiring immediate attention and expertise. They sought to avoid further reliance on their outside counsel to contain legal spend.

The Solution

Having worked with Interim Legal Talent in the past, our client reached out explaining their need and concerns with the length of time the position had already been vacant. Following an intake meeting with the client, where the position description was crafted and reviewed, Major, Lindsey & Africa's Interim Legal Talent team identified several seasoned and skilled project finance attorneys who were able to commit to the length of the assignment. The attorney, who was hired within a week, had experience that was highly relevant to our client's business, which allowed her to begin contributing almost immediately to their active deals.

The Results

Our attorney is actively filling a senior-level, full-time role in the legal department and is under consideration for conversion to permanent employment with our client. The client will continue to utilize Interim Legal Talent for special projects and overflow work.