

RISING STARS

★ of 2016

THE NEW GENERATION OF LITIGATORS MAKING THEIR MARK

By Rose Walker

A RUNDOWN OF THE RISING LITIGATION STARS AT LEADING UK AND US LAW FIRMS IN LONDON

Making partner in a litigation practice is not an easy task; building a book of business is hard when clients only approach you when they are in trouble. Here, we profile some of the up-and-coming litigation stars at UK top 50 and top international firms in the City. Everyone on the list, which is by no means definitive, made partner in 2012 or later.

GIBSON DUNN & CRUTCHER

Allan Neil

Called to the Bar: 2001

Made partner: 2012

What are the key skills needed to do your job?

Listen. While on secondment to a client, I had terrific exposure to a wide variety of lawyers with different approaches. Listening is an undervalued skill but the lawyers who really listened best understood our needs. Also - have the confidence to trust your instincts.



Best advice for dealing with clients? Work to understand the problem and, which is extremely important, the specific demands on the people dealing with the problem. I also think some of it is simple: take an interest, be enthusiastic, and be committed and responsive.