

# The Global Navigators of Legal Careers

Major, Lindsey & Africa has strong relationships with both Korean law firms and the in-house legal departments of top Korean conglomerates and multinational organizations. In consultation with the Ministry of Justice, our consultants have developed expert knowledge regarding the regulatory framework and related timeframes that impact foreign legal consultants.

Our consultants are advisors to a number of international law firms that have opened offices in Seoul and to those with plans to open offices in the future. We have demonstrated success in conducting cross-border placements into Seoul. Our global platform makes it uniquely qualified in this area.

Our team is actively involved in both the Seoul and international legal community assisting lawyers in building their careers in Seoul and sharing local market developments. With access to Korean-based and headquarters-based decision-makers, the lawyers we counsel are provided with unequalled representation before law firms and multinational corporations.

## LOCAL MARKET KNOWLEDGE

MLA has been on the ground in Asia for nearly 20 years and has served the Korean market since 2011, and in 2012 established a strategic alliance with one of Seoul's most respected executive search firms (Solution, Inc.). Through this partnership, we serve top U.S. and U.K. law firms, American and European multinational organizations and financial services companies, and domestic South Korean companies.

## GLOBAL MARKET ACCESS

Major, Lindsey & Africa has more than 35 years of experience providing search/recruitment services to the legal industry.

Our 200+ legal recruiters in more than 20 key legal markets leverage relationships developed over 30 years with the Fortune 1000, FTSE 100 and local company leaders, including global general counsel, global heads of Human Resources, law firm chairman, global heads of practice (AmLaw 100, Magic Circle) and executive committee members.

## WHO WE SERVE IN KOREA

- Korean, U.S. and European multinationals and financial services organizations
- Senior-level legal and compliance counsel
- Korean and international law firms
- Partners, associates and foreign legal counsel
- Junior lawyers seeking strategic career advice
- Korean lawyers exploring opportunities at international firms
- International lawyers looking for opportunities in Seoul



*Our 200+ recruiters are based in 19 U.S. cities, Amsterdam, Hong Kong, London, Singapore\*, Sydney, Tokyo, affiliates in Beijing and Delhi, and a strategic alliance in Seoul.*

**We have particular expertise in advising foreign legal counsel.**

## OUR SEOUL CAPABILITIES

### **Client Benefits**

*of a Major, Lindsey & Africa Engagement*

- Significant savings in client time, cost and effort
- Client remains focused on its business while we execute a comprehensive search
- Deep knowledge of:
  - > Seoul candidate pool
  - > Clients' competitors
  - > Global candidate pool
  - > Compensation matters
  - > Regulatory landscape
  - > Market trends
- Near 100% close rate for retained searches

### **Candidate Benefits**

*of a Major, Lindsey & Africa Engagement*

- Ethical representation
- Deep client relationships
- Understanding of the cultures of the firms and corporate entities we work with locally and internationally
- Exceptional market knowledge
- Expert knowledge of regulatory landscape
- Ability to advise on compensation matters

## SEOUL REPRESENTATIVE PLACEMENTS

### **Law Firm**

- Cleary Gottlieb Steen & Hamilton
- Clifford Chance
- Covington & Burling
- K&L Gates
- McDermott Will & Emery
- O'Melveny & Myers
- Ropes & Gray
- Shearman & Sterling
- Sheppard, Mullin, Richter & Hampton

### **In-House**

- Accenture Japan Ltd.
- Cargill Agri Purina, Inc.
- KLA-Tencor Corporation
- MagnaChip Semiconductor, Ltd
- Rovi Corporation

## MAJOR, LINDSEY & AFRICA STEPS UP IN KOREA

In conjunction with the start of the liberalization of the South Korean legal market in 2011, MLA Partner, Laurie Lebrun, began working with Major, Lindsey & Africa's clients in Seoul. Laurie devoted substantial time to becoming an expert in this new market, by understanding the regulatory framework and developing relationships with key Korean practice lawyers. These efforts resulted in several successful senior private practice and in-house placements in Seoul and helped cement Major, Lindsey & Africa's position as a leading recruiter in Korea.

On March 14, 2012, Laurie presented on the developments in the Korean legal market at a meeting of the Legal Services Committee of the American Chamber of Commerce in Korea and she published an IFLR article titled "How to compete in Korea's liberalized legal market" (7/17/12). She also moderated a panel presentation in Hong Kong discussing "Understanding the Korean Legal Market from the Inside: A Road Map to Assist Your Firm in Deciding Whether and How Best to Open a Successful Office in Korea" (1/24/13) to an audience of over 50 Managing Partners and Practice Heads from U.S. and U.K. law firms from across Asia. In April 2015, Laurie returned to Seoul to give a second presentation to the Legal Services Committee of the American Chamber of Commerce in Korea, focusing on Phase 3 of the liberalization process.

In addition to her presentations in Asia, Laurie has been invited to address the International Association of Korean Lawyers at three annual conferences held in the United States. The panels she has participated in have ranged from addressing issues facing in-house lawyers and multi-national companies (2012), to discussions geared towards giving career advice to junior (2014) and senior (2016) private practice lawyers. In 2017 Laurie visited the Georgetown University Law Center in Washington, DC, to meet with students contemplating careers abroad in Korea and Japan.

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