

Meet the team

Tilly Clarke

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Meet the team - Tilly Clarke

What do you do at Outset and how do you support our clients?

I am a senior corporate lawyer leading on transactions as well as advising clients on day to day issues that affect their business. I really enjoy spending time getting to know my clients and understanding what makes them tick. Above all else, I aim to spot what the client needs rather than what they may want, sometimes these are quite different things and it's not always easy to see when you are at the epicentre of the situation.

Give us a brief timeline of your career so far

I qualified some time ago now and I have spent a number of years (perhaps more than I care to mention here) working in busy corporate and commercial teams. Following qualification I spent 5 years working with a team in London during which I experienced two mergers. I then spent some time working in Kent, went through a third merger and then gradually moved West to join the team at Osborne Clarke LLP in Reading and then ultimately lead a team in Dorset before joining Outset. I have been lucky enough, partly due to the mergers but also down to my slightly nomadic nature, to spend time in some very different firms and teams. This has given me the benefit of exposure to some fantastically varied work and clients but also first-hand experience of the varying ways in which businesses are run and insight into team dynamics.



What has been your biggest challenge in your role?

The biggest challenge has been the move to entirely remote working during periods of lockdown. Whilst we were well adapted to remote working as a business and I generally work from home the majority of the time to go to an entirely remote way of working for prolonged periods has presented interesting challenges for individuals and the business as a whole. Whilst there are efficiencies to be gained because travel time is non-existent and meetings are so easily conducted via video calls, it naturally makes certain things more difficult. I think we have risen to the challenge but I am looking forward to being in the office with the team more regularly.

What do you enjoy most about your job?

I love that every day is different. I am a natural problem solver and enjoy lateral thinking. To have a job where I am asked to come up with solutions on an almost daily basis is great! It's a cliché but I genuinely do enjoy helping clients achieve their aims.

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What do you think sets Outset apart?

Genuinely, the people and the culture. These two things are what make Outset different. I love working with such a progressive and supportive team of people all sharing a common goal which is to deliver an innovative and valuable service to clients. So many businesses claim to do things differently or think differently but Outset not only talks the talk, it walks the walk and that is thanks to the dedication of its people.

When you were young, what did you want to be when you grew up?

Stuntman, professional footballer and/or karate champion with a guinea pig sanctuary. There's still time...

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What do you wish someone had told you when you started out? Or what piece of advice were you given early on that has stuck with you?

The best bit of advice someone gave me was that you only truly learn from your mistakes. This is so true and is great reassurance to anyone who is starting out and may be afraid to act in case they make a mistake. Plain sailing is fine but you don't really learn or grow and to be better actually you need to fail sometimes. If you don't take those risks, you might never see the big rewards.



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What do you enjoy doing when you are not working?

Anyone who spends any time with me will know that I spend as much time as possible surfing. If I'm not surfing then I am thinking about surfing. Failing either of those, I will be doing something else dangerous/adventurous but I may be thinking about surfing at the same time. I can multi task, of course.

Who inspires you most and why?

My Mum and Dad. They trod their own path, bucked every trend going and ran a successful family business centred around my Dad's artwork. They instilled in me from the outset a sense that being different is something to be celebrated, not shied away from. They frequently made business and personal decisions guided by conscience and thinking of others rather than themselves. I have always been grateful that they passed down a strong moral and ethical ideal. They make such a great team and work so well with each other, still laughing after over 60 years living and working together.



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What piece of advice would you give someone in business?

Listen to those around you and open yourself to ideas. Diversity of thought often generates the best results.

And finally... What is one thing you've learnt during lockdown?

Gratitude. For so many reasons, not least for those who have had to deal with the virus head on and kept the rest of us safe, healthy or supplied with food. For living in such a free and wealthy society; the pandemic has given us a glimpse as to what it might be like for so many living around the world in places where personal freedoms and general good health are a privilege not the norm and also that our country has access to so much resource to cope with this, others are definitely not so lucky.



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Scan the QR code below to save Tilly's contact details

