

Meet the team

Liam Mulvee

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Meet the team - Liam Mulvee

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

I am a lead lawyer in the Corporate and Commercial team.

My main role is to lead on business transactions and ensure all parts of business deals are progressing towards the key completion date.

I am conscious of the challenges that face both buyers and sellers within the deals while they juggle their own ongoing businesses. I empathise with clients and their busy schedules and look to make each stage of a transaction as clear as possible in terms of what we are working on and what input we will need from them.

Give us a brief timeline of your career so far

After graduating from university, I gained experience in a mix of legal sectors, including; property, criminal law, commercial law and mental health law, whilst completing my legal practice course. Before starting my legal training contract, I worked as a case summariser for a legal research company which helped with clear reporting and written communication skills.

I then spent a year gaining valuable commercial and financial services experience at the Financial Ombudsmen Service.

I trained at a niche commercial firm in London and qualified in to their commercial healthcare department. I have continued in the commercial healthcare field since qualifying in 2013 and have since given commercial advice and led on numerous sales and acquisitions for dentists, pharmacists, vets, doctors and other healthcare professionals, as well as their related funders.



What has been your biggest challenge in your role?

Initially, it was a challenge to switch the advice between the different types of client and applying legal principles to people's different needs.

Extensive experience representing all types of clients from first-time buyers and one-off sellers through to corporate groups experienced in deal making soon made this challenge a key strength.

I now enjoy representing a variety of clients in transactions and fully understand what other advisors and parties in a deal are considering. This helps greatly when negotiating and problem solving.

What do you enjoy most about your job?

Working within a great team. I am working alongside very intelligent and experienced lawyers, as well as bright and keen support lawyers and our ever-helpful support hub. Having a packed work schedule and a number of deals to manage becomes enjoyable when there is the all-in-it together mentality, which Outset has in abundance.

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What do you think sets Outset apart?

The commercial thinking across the firm is second to none. I've naturally worked on all parts of deals from start to finish (and post-completion) in my training and legal career. However, with the commercial arm of the Outset Group, there is a lot more beyond the deals here, including services for would be sellers before any deal and buyer assistance long after a deal, which is great to be a part of.

The firm encourages everyone to be big thinkers and consider the commercial value we can bring to clients.

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

Police officer in the week, professional footballer on the weekend.

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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?

Early in my legal career I was told that in an email driven society, a phone call or face to face meeting can sort many issues in a more efficient way. This has proved invaluable, especially for leading on commercial deals that have many parties to bring together, usually with many different viewpoints and goals, all within set timeframes.



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What do you enjoy doing when you are not working?

Time with family and friends first, then spending time turning my hand to all the sports. I like to think I will be a natural at the sport getting the most media coverage at different times of the year. Great in the golfing and tennis summers, but proving tricky with the Olympics currently on!

Who inspires you most and why?

I enjoy watching and being inspired by excellence. Whether it is people at the top of their game in education, business or in sports. I find stars (players and managers) that lead teams in sports to great victories very inspiring as they mix their natural talent with the teamwork it takes to win the top prizes.



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What piece of advice would you give someone in business?

Keep things LEAN.

Principles of LEAN processes and the methodology of improving efficiency made sense from the first time I started reading in to the topic.

The LEAN approach benefits you whether completing the smaller tasks, for example getting the most out of your emails and other correspondence, to the bigger responsibilities, such as efficiently running a transaction and getting the right team members applying their skills in the best direction.

It is extremely applicable to many parts of working life and especially in the transactional work I lead on.



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