

# NKF introduces its newly appointed partners: an interview with Moritz

Moritz Maurer joined the NKF partnership on 1 January 2020. In this interview, we get to know this newly appointed M&A partner, both as a lawyer and as an ambitious athlete committed to promoting young talents within the firm.



**Moritz, as a member of the NKF Corporate/M&A team, you will be particularly responsible for strengthening the firm's M&A practice area. What exactly fascinates you about M&A?**

What I love about M&A is the dynamic environment as well as the complexity and variety of the transactions that I work on. It is not a "nine to five" or "Monday to Friday" job. M&A, and especially cross-border M&A, is challenging and fun, especially when I can help a client to get a transaction across the finish line.

**“For me, AIJA is not only business (development) but also means friendship and fun. In short, ‘I love AIJA.’“**

**You are very involved with AIJA (an international organisation of lawyers under the age of 45) and serve as President of its Corporate/M&A Commission. Is the time spent worth it?**

With business development, which is ultimately the purpose of AIJA, you never know immediately whether it is worthwhile or not. But now that I've been with AIJA for several years, my answer is clearly "YES, it's worth it". Thanks to AIJA, I have been able to build up an international as well as a national

network of lawyer colleagues over the years. This has already resulted in various mandates. For me, AIJA is not only business (development) but also means friendship and fun. In short, "I love AIJA".

**What would you like to give young lawyers on their way to the top of their career?**

The way to the top is a marathon, not a sprint so you have to pace yourself. In my opinion, the secret to a successful career lies in being ambitious

**“I try to convey to the (junior) associates at an early stage what took me years to understand.“**

**You were a Foreign Associate with Curtis, Mallet-Prevost, Colt & Mosle LLP in New York. What have you gained from this experience?**

Working at Curtis showed me the internal workings of a New York law firm, revealed what makes US lawyers "tick" and the culture they live in. This experience continues to help me today when working with US law firms, as I can better understand what goes on behind the scenes and how my US colleagues think.

and doing what you do well and with passion. A successful career will then happen by itself.

**Were there moments when you doubted whether the legal career was right for you?**

No. From the beginning, I have been inspired by the legal profession, the world of (international) M&A and the responsibility and challenge of always representing the varying interests of my clients.

**At NKF you are actively involved in promoting young talent. Why is this topic so important for you?**

Promoting and developing young talent is essential for the long-term success of the firm, our M&A team and each individual lawyer. Young talent is the future. I hold a weekly training session to discuss a wide range of legal and non-legal topics with our junior associates and associates. I try to convey to them at an early stage what took me years to understand.

**“The way to the top is a marathon, not a sprint so you have to pace yourself.“**

### **What challenges do you think young M&A lawyers face?**

A major challenge is certainly the availability that is required of us, meaning that M&A lawyers must (unfortunately) not only be available at all times, but must also be able to react and deliver immediately. Ultimately, we are service providers.

Equally, a career as an M&A lawyer requires persistence. A lot of time must pass before the day when an M&A lawyer can sit at the negotiating table with the client, negotiate a share purchase agreement with the other side and be asked by the client for one's opinion.

### **In your opinion, what is central in client relationships?**

Trust. In order to work efficiently and be a "problem solver" (who generates added value) rather than a "problem maker", a client relationship must be based on trust.

### **Why did you choose NKF? What do you like about NKF?**

The thoroughly entrepreneurial mentality of the firm and its lawyers as well as the platform and opportunities it offers me. NKF offers young and aspiring lawyers the opportunity to develop themselves. The firm promotes international exchange (e.g. through the AIJA membership) and facilitates secondments with leading international law firms. From my own experience I know how central this is for a successful career.

### **Besides your passion for law, you also do a lot of sports. What is your favourite sport and why?**

During my LL.M. studies in New York I discovered running. At that time in the sense of "I run to eat", today I run (ultra) marathons. I test my physical and mental limits and try to extend them. Completing a challenging race is like bringing an

M&A transaction across the finish line - a "feeling of accomplishment".

### **What do you do on a Sunday?**

When I am not at a conference abroad, I use Sundays for sports (especially long runs), to prepare for the coming week or to spend time with friends or my godchild.

**“Completing a challenging race is like bringing an M&A transaction across the finish line - a ‘feeling of accomplishment’“**

### **What's your favorite drink?**

Water; gin (Bobby's) and tonic.

### **What does your normal day look like?**

In brief: 06:30 Get up, 07:00 Office, 11:45 Sport, 13:15 Lunch/Office, 19:00 Sport, 20:30 Dinner/Office, 23:30 Bed.



## **About Moritz Maurer**

### **Career**

- 2020 Partner, Niederer Kraft Frey
- 2017 Senior Associate, Niederer Kraft Frey
- 2013 Associate with a major law firm in Zurich
- 2012 Foreign Associate with Curtis, Mallet-Prevost, Colt & Mosle LLP, New York
- 2010 Associate with a major law firm in Zurich
- 2007 Junior Associate with a major law firm in Zurich

### **Education**

- 2012 Columbia University School of Law, New York, LL.M., Harlan Fiske Stone Scholar
- 2010 Admitted to the Bar, Rechtsanwalt
- 2007 University of Zurich (lic. iur.)