



MAG

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**AI in the
pharmaceutical sector**

**External lawyers? We want
them to be our partners**

11th Celebrative Edition

Forty40

UNDER

**The 3.7 million
followers' attorney**



Focus on the under 40

More than half of the lawyers in the Iberian legal market are Under 40. Of these, the majority are women. KPMG Abogados is the firm that employs the youngest professionals. Ayuela Jiménez is the firm with the most partners under 40. And tax is the practice with the highest number of young people under 40



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A Spaniard in New York

Xavier Ruiz is the founder of RC Law, a boutique that started in 2017 with offices in New York and Miami. The lawyer grew up and studied in Barcelona and has had a fledging career in the US since the 1980s.

by michael heron

have to return to Spain. I worked at Baker McKenzie in San Francisco and then Chicago during the year and a half of internships.”

Ruiz returned to Barcelona and continued with Baker. He then had the opportunity to move to the Buenos Aires office in 1994, a long time ago Xavier admits: “In 1994 I was in my early 30s, I went to Buenos Aires for three years and that’s when Baker offered me the opportunity to be a non-equity partner in the New York office.” The rest is history as they say. Ruiz went to New York, passed the bar and stayed. “I had never lived in New York, because I started in California and the Baker headquarters were in a small town, but then I stayed in New York for many years until I founded my own firm.”

After 15 years at Baker, Xavier was a partner at McDermott Will & Emery, Garrigues New York, K&L Gates and Holland & Knight. In 2017, he took the decision to start his own practice, with just two lawyers. Now they are 12 and

“You hear it in my accent when I talk, I’m an Englishman in New York.” This is the famous lyric from Sting to describe his experience of being a foreigner spending time in the US. Xavier Ruiz, founding partner of RC Law, is no stranger to the States, however, having practiced in New York for over 20 years in some of the world’s leading law firms. His time in the US market has included at firms such as Baker McKenzie, K&L Gates and Holland & Knight. Since founding his boutique in January 2017, the firm has grown from strength to strength, with recent clients including ACS, Telxius (Telefonica), Wallbox, Desigual, Grupo Eulen, Planeta, Insudpharma, Falabella and Chopard.

The story of Xavier Ruiz is a fascinating one. The lawyer grew up in Barcelona and graduated from law school at the Universitat de Barcelona. Xavier admits that while he loved his time in Barcelona, and is very proud of his origins, 1985 was a turning point in his career. He had the opportunity to attend the University of California, Berkeley - School of law, as a Fulbright Scholar. “Initially I did not consider staying in the United States because I knew that when I finished my LLM I would



are heavily focused on M&A and Real Estate. He admits that the journey has been a success and notably with attracting talent, younger lawyers benefit from the exposure that they wouldn't easily achieve at a big firm, something that Ruiz understands from his own experience. "Young lawyers arrive with us and are immediately in contact with the client, it is not by design, it is by necessity."

RC Law's primary source of work is inbound from Spain, mainly multinationals investing in the US and Latin America. "80% of our clients come from Spain", says Ruiz. He confirmed that they receive a lot of referral work from Spanish law firms who need assistance with their clients and that for cultural and business reasons, they often feel more comfortable working with his firm and entrusting their clients in his hands. "We are American and Spanish lawyers at the same time."

Ruiz admits that given the interest of Spanish firms to open offices in the US, they have had interest and merger offers. But Xavier reached the conclusion a long time ago, that he wants the firm to remain independent. "I am going to maintain our independence. Several Spanish firms have approached me to be their firm in the United States since we opened."

The firm reached a landmark achievement earlier this year, managing to get ranked in a prestigious legal directory among some of the biggest firms in the US. Ruiz admits this was a proud moment, and all the years of hard work felt like they had paid off. "For us it was a great moment. To be recognised among the best in the US was something important for our firm. We didn't just want to be respected by the Spanish firms abroad, we really wanted the local US market to see us as a key emerging player." Perhaps the American dream is more real than we realise. Xavier Ruiz has certainly proven that. ■

Xavier Ruiz

Xavier Ruiz is the founder of RC Law LLP, a transactional boutique operating since 2017 in Miami and New York. Xavier's practice focuses in cross-border corporate transactions (including M&A, private equity and venture capital). He is admitted in New York and Spain. Prior to RC Law LLP, Xavier practiced in New York for over 20 years in some of the world's leading law firms, including Baker & McKenzie, K&L Gates and Holland & Knight. Xavier is a graduate of the University of Barcelona (1982), holds a Master in International and Comparative Law from the Free University of Brussels (1986, Cum Laude), and an LLM degree from the University of California at Berkeley (Fulbright Scholar 1987, With Honors). Recent clients include ACS, Telxius (Telefonica), Wallbox, Desigual, Grupo Eulen, Planeta, Insudpharma, Falabella and Chopard.





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