

# KOMAL SHAH

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## SUMMARY

Seasoned Corporate Lawyer with 20+ years of expertise in corporate law, corporate and commercial contract drafting and corporate governance. Top rated on Upwork. Given my experience of building a business, I understand commercial intent better than your average lawyer.

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## EXPERIENCE

**Co-founder, Chief Knowledge Officer & Company Secretary, LawSikho 2017 - Current**  
**Mumbai, India**

- Established and led a client-facing and consistently growing legal team of 20 people responsible for securing freelancing opportunities for LawSikho students. Grew the business to more than 300 clients with more than 60% converting into long term clients. Hands-on experience and expertise in dealing with startup issues especially structuring terms between Co-founders, investment transactions and employee incentive schemes in multiple countries;
- Structured and scaled the content function of the business from two people onwards, created a successor and successfully handed over and moved on to build another vertical;
- Curated, designed and created content for 30+ courses. I have contributed content for a very wide range of legal courses. There was a time when writing or editing content of 10000 to 15000 words a day was normal for me.
- I have contributed at some point of time in the journey to multiple functions of the business – content, sales, marketing, HR, finance, operations, administration, legal and compliance.
- Taught, guided and mentored thousands of law students with respect to various legal concepts in the domain of corporate law, securities laws and commercial contracts.

**Manager, Company Secretarial, Northern Trust, Officer, Citibank Europe plc and Deputy Company Secretary, DEPFA Bank (Dublin, Ireland) 04/2014 – 10/2015**

- I experienced one day when Citibank and Northern Trust were bidding to get me. I was leaving Citi on a higher offer from Northern Trust and Citi gave me a higher counter offer with the Europe Regional Legal Head calling me and telling me they would like me to stay. I chose to not take the counter offer.
- Both Citi and Northern Trust were fixed term roles but gave me great experience of direct interaction with the top-level management, managing board and committee meetings and working on internal policies. My minutes drafting skills were especially appreciated in these roles.



## CONTACT

**Address:** Mumbai, India

**Phone:** Not permitted to be shared by Upwork

**Email:** Not permitted to be shared by Upwork.

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## SKILLS

Corporate Law  
Commercial Contract Drafting  
Transaction Structuring & Advisory  
Startup Consulting  
Blog and Content Writing

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## EDUCATION

**Company Secretary, 2000**  
**Institute of Company Secretaries of India** - New Delhi, India

**Chartered Secretary, 2002**  
**Institute of Chartered Secretaries & Administrators** - UK

**Bachelor of Commerce and law, 2000**  
**Gujarat University, India**

## **WORK AUTHORISATION**

India – OCI Holder

European Union- Irish National

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### **Assistant Company Secretary, 07/2009 - 10/2013**

#### **EcoSecurities Group plc- Dublin, Ireland**

- For EcoSecurities, I worked to manage compliances for their subsidiary companies in 19 countries across the globe.
- Further I played an active role in acquisitions where EcoSecurities was taken over, first by JP Morgan and thereafter, by Mercuria.
- I was the go-to person for everything in relation to the Employee Stock Option Schemes prevalent within the company.

### **Company Secretary & Compliance Officer Damas, India and India Infoline Limited, Mumbai, India 01/2005 to 07/2007**

- I handled the Initial Public Offering for India Infoline Limited as its Company Secretary and Compliance Manager and member of a core team working on the IPO.
- I was leading the transition of the company to a listed entity and the changes required in corporate governance practices as a result
- Damas was entering into India and I helped secure multiple registrations required by them in this phase.

Prior to this, I worked with a firm of company secretaries and also floated a firm of my own.