

COMMERCIAL DISPUTE RESOLUTION | MARITIME, TRANSPORTATION, TRADE SPECIALIST
INTERSTATE & FEDERAL JURISDICTIONS | LEGAL ADVICE & REPRESENTATION | CASE MANAGEMENT
DRAFTING LEGAL DOCUMENTATION | RELATIONSHIP MANAGEMENT | PROACTIVE TEAM FOCUS & SUPPORT

Senior Solicitor with specialities in Maritime, Transportation and Trade law experienced conducting major insurance, commercial and other diverse litigation matters for key clients with claims ranging up to \$100M for lost production and damages. Excellent communication skills with an extensive history of conducting high-level presentations including participation in 2014 G20 Conference presenting to 50 delegates. Friendly, engaging and motivating team member and leader, leading teams of up to 20 professionals.

Expertise and experience includes:

- Negotiation & Influencing
- Client Relationship Management
- Prioritisation & Organisation
- Attention to Detail & Accuracy
- Team Leadership & Direction
- Aviation Technical Insight
- Written/Verbal Communications
- Schedules & Deadlines
- Legal Correspondence
- Reporting/Investigation Policies
- Claims Management
- Claims Documentation

PROFESSIONAL INSIGHT

- Headhunted as specialist in Maritime, Transport and Trade Law, supporting company growth through developing targeted marketing plan and mentoring individual partners in forming marketing strategies.
- Successfully acted in major road accident claims including destruction of \$64M of pharmaceuticals and \$7.2M truck fire damages claim.
- Managed maritime claims for collisions and shipboard accidental death and Injury. Acted in cases involving STX Pan Ocean, and for the insurers of the Collins Class Submarines and ANZAC Frigates.

PROFESSIONAL OVERVIEW

MARITIME, TRANSPORT AND TRADE LAWYER: HATZIS LAWYERS
 PARTNER | MARITIME, TRANSPORT AND TRADE LAWYER: DOWD & COMPANY LAWYERS
 CONSULTANT LAWYER: WELLNERS LAWYERS
 LAWYER: CRANSTON MCEACHERN LAWYERS & ATTORNEYS
 CONSULTANT: PETER MURRELL
 SENIOR PARTNER | MANAGING PARTNER: MURRELL STEPHENSON SOLICITORS & ATTORNEYS

QUALIFICATIONS

SOLICITOR OF THE SUPREME COURT OF QUEENSLAND
 SOLICITOR OF THE HIGH COURT OF AUSTRALIA
 INTERNATIONAL COMMERCIAL MARITIME ARBITRATOR
 APPROVED MEDIATOR
 ADVANCED DIPLOMA IN BUSINESS MANAGEMENT

CAREER HISTORY

HATZIS LAWYERS – South Brisbane, Qld SEP 2014 – PRESENT
 MARITIME, TRANSPORT AND TRADE LAWYER

Recruited to manage cases covering the full spectrum of Maritime, Transport and Trade legal cases including collisions and shipboard unintentional death and injury. Advised on appropriate operational business structure.

- **New Business:** Utilised broad industry networks to introduce transport and trade work into the firm.
- **Contract/Claims Management:** Prepared contract terms and conditions relating to carriage of goods, and managed claims involving local, national and international carriage of goods and cargo.

CAREER HISTORY

DOWD & COMPANY LAWYERS – Brisbane, Qld

MAY 2014 – AUG 2014

PARTNER | MARITIME, TRANSPORT AND TRADE LAWYER

Headhunted as specialist Maritime, Transport and Trade Lawyer with role growing to assist company in developing marketing and client engagement strategies.

- **Business/Marketing Plan:** Enhanced personal performance and supported company growth through developing personal and whole-of-company, targeted marketing plan, and guiding individual partners in developing relevant marketing strategies. Collaborated in the Business Plan development.
 - **Networking:** Proactively maintained strong industry networks and professional memberships.
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WELLNERS LAWYERS – Brisbane, Qld

FEB 2010 – MAY 2014

CONSULTANT LAWYER

Identified and secured own work principally marine, port and terminal authorities, road freight operators and freight forwarders. Compiled client invoices. Role made redundant due to owners retiring and company closure.

- **Client Support:** Consistently performed beyond the brief to support client base, despite role being placed under stress due to major client going into liquidation (within 1 month of commencement of tenure) due to GFC impact.
 - **Maritime:** Conducted marketing initiatives to attract work into the company, including successful case involving STX Pan Ocean (South Korea's largest shipping company), and acting for the insurers of the Collins Class submarines and ANZAC Frigates.
 - **Transport:** Acted in respect of road accident claims including destruction of \$64M worth of pharmaceuticals in courier truck fire and acting for transport company and their insurer in \$7.2M damages claim involving Santos. Prepared terms and conditions of carriage.
 - **Pro Bono:** Actively involved with 31 industry and professional organisations providing advice on legal issues.
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CRANSTON MCEACHERN LAWYERS & ATTORNEYS – Brisbane, Qld

DEC 2004 – DEC 2009

LAWYER

Held unique role within firm of 3 partners and 15 staff, drawing upon extensive knowledge to service specialised clients and needs. At end of tenure was the longest serving member of the firm

Recruited due to recognised expertise in delivering targeted marketing initiatives to attract, bring in and work on personal briefs. Liaised effectively with clients to build trust and strong rapport. Reviewed financial statements and compiled reports.

- **Enhanced Performance:** Increased efficiency and company performance through introduction of innovative procedures and directing select staff members in area of speciality, training to a high standard of competence.
 - **Communications:** Demonstrated excellent communication and relationship building skills with stakeholders and personnel across all levels of the organisation.
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PETER MURRELL – Brisbane, Qld

OCT 2003 – OCT 2004

CONSULTANT

- **Specialist Consultation:** Collaborated in close partnership with, and advised, a range of clients while conducting specialist maritime and transport consultancy.
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MURRELL STEPHENSON SOLICITORS & ATTORNEYS – Brisbane, Qld

FEB 1986 – OCT 2003

SENIOR PARTNER | MANAGING PARTNER

Rated best in fields of speciality across Australia by independent review journal, *Legal Profiles*

As Senior Partner oversaw Business Manager, Office Manager and Head Office Accountant with direct oversight of up to 100 personnel. Supervised and coached professional staff. Liaised with external chartered accountants. Ensured legal and financial compliance.

CAREER HISTORY

- **Leadership:** Led teams of up to 20 professionals or personally conducted major insurance, commercial and diverse litigation matters for key clients including EFIC (Export Finance Insurance Corp), mutual aid organisations, protection and indemnity clubs, companies, insurance brokers, insurance and finance companies, shipping companies and port authorities, government departments, private individuals.
- **Scope of Work:** Commercial Causes Jurisdiction of the Supreme Court of Queensland, the Federal Court of Australia and the High court of Australia, with selected key cases including:
 - Won \$5M public liability Abel Lemon Case defending against the law
 - \$12M Mount Isa Mines Silver Theft indemnity claim
 - Estimated \$100M Dredge 'Gordon' lost production and damages claim
 - Atkinson Prime Mover claims – the first quasi-class action claim prosecuted in Australia
- **Business Development:** Principal business developer, fully accountable for planning future company direction and implementing business growth strategies.
- **Aviation:** Functioned as leading Australian aviation lawyer. Within 3-weeks alone engaged to act in 7 air crash situations with 35 deaths, including a Cessna 411A, Archerfield, resulting in 15 deaths, and a Kingair, Adavale, resulting in 9 deaths.
- **Accreditation:** Directed external business consultants to achieve 3rd Party Quality Accreditation.

PROFESSIONAL ORGANISATIONS

Current and past membership with over 40 organisations including:

Australian Institute of Company Directors | Institute of Management Australia: Fellow | Australian Marketing Institute | Australian Legal Practice Management Association Ltd | Law Council of Australia: Member of the International Law and Trade Law Divisions | Commercial Law Association of Australia | Australian Risk Insurance Managers Association | Chartered Institute of Transport and Logistics in Australia: Fellow | and more

PRESENTATIONS AND PUBLICATIONS

Delivered more than 20 high-level industry presentations and authored multiple articles and papers including:

2014: Three hour presentation attended by 50 G20 Conference delegates – *Maritime Law in Australia*

Also: Transport Innovation, Australia vs The World | The Need for Proper Business Structures and Terms and Conditions of Carriage | Risk Management in the Transport Industry | The Importance of Adequate Terms and Conditions: Why Operators Can't Afford Not to Have Proper Documentation

DIRECTORSHIPS, CHAIRMANSHIPS & ASSOCIATIONS

Personally contributed towards change of direction and advancing the standing of CILTA, Australian Institute of Export, International Cargo Handling & Co-ordination Association (ICHCA) and Sea Freight Council of Queensland during association with these organisations. Organisations include but are not limited to:

DIRECTOR: TRANS-HELP FOUNDATION	2011-Present
NATIONAL DIRECTOR: ICHCA	2004-2011
INTERNATIONAL REPRESENTATIVE: ICHCA	2002-2011
CHAIRMAN: AUSTRALIAN INSTITUTE OF EXPORT – FELLOW	1995-2000
STATE CHAIRMAN: CHARTERED INSTITUTE OF LOGISTICS IN TRANSPORT, AUSTRALIA (CILTA)	1992-1994
As Chairman, introduced: " <i>Women in Transport</i> " " <i>Young People in Transport</i> " Mentoring Program and more	
DIRECTOR: MARINE QUEENSLAND	2009-2011
COMMITTEE MEMBER: CONVENED BY QUEENSLAND TRANSPORT	1992
VICE CHAIRMAN: ANGLICAN CHURCH GRAMMAR SCHOOL (CHURCHIE) P&F	1983-1986

INTERESTS

Scuba Dive Master | Rugby Union | Life Saving | All Stars Baseball | Past achievements in Olympic Weightlifting

REFEREES

Quality referees available upon request