

Profile

'I like to think that negotiating is about giving and taking. It's not only about achieving the best possible solution for your client, but about achieving a result that is acceptable to both parties. Building trust will contribute to fruitful negotiations and future cooperation.'

Jacobien Viets

Jacobien is a seasoned international business lawyer. Having worked for over 20 years for Dutch multinationals, Jacobien gained experience with a wide range of legal issues, supporting the day to day operation of businesses, (major) strategic cooperations and M&A projects.

Jacobien can both be a sparring partner for management and provide practical legal support. Her specialities include (international) commercial contracts of all sorts, M&A (from preparing for sale, due diligence investigation, drafting and negotiating transaction documentation to closing and post closing issues), outsourcing of complex (IT) business processes and different kind of joint ventures, alliances and other forms of strategic cooperations.

Combining a practical hands-on approach with high quality legal advice and creative thinking. Strong communication skills, customer driven and solution oriented team player with a good sense of humour.

As an entrepreneur she has set up her own travel company which specializes in tailor made travel to (among others) India, giving her an insight in the Indian culture and experience with working together with Indian businesses.

Fields of expertise

Corporate law/M&A
Commercial law
(International) contracting
Joint ventures and other forms of (strategic) cooperations

Business sectors

(International) companies
Corporates
Transport

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