

ICSA Member case studies

Sunil Kambli

Founding Partner of Premier Solicitors in Bedford (also Head of the Private Client Department as well as the Company & Commercial Department – also runs a notary public business)

What are the main responsibilities of your job?

I specialise in wills, probate, tax planning and trusts work, company and commercial work, and (of course!) company secretarial work and my clients come from all over the country. As a notary public I certify documents for international use, which includes companies that deal with international trade.

What is a typical working day for you?

At Premier Solicitors we offer extended opening hours and are open from 9am to 7pm weekdays and we are also open on Saturdays! So a typical working day/week is always a long and busy one, and highly varied, where my caseload will range from routine matters to interpreting and advising on complex aspects of the law.

What skills and qualities are required for your role?

An eye for detail and the ability to analyse large amounts of information in order to advise clients on the appropriate action to take quickly and accurately are essential, as is being friendly and approachable in order to win and maintain clients' trust and confidence.

Which elements of your role do you most enjoy?

The satisfaction in providing accurate solutions to clients' situations in which they find themselves. Each day is different.

Which elements of your role do you least enjoy?

Through the nature of my probate work I often have to talk through matters with very distressed clients who have recently lost a loved one. This is sometimes very hard, but I take heart in that I am able to help them by sorting out the paperwork and often complex tax issues, quickly and efficiently, thereby removing that burden from them and enabling them to rebuild their lives.

How do you see your career developing?

We plan to continue to rapidly grow the firm at Premier Solicitors, extending the services available to our clients, including financial services, and opening additional offices.

What is your educational/training background?

I am a solicitor, chartered accountant, auditor, Chartered Secretary, financial advisor, chartered tax advisor, notary public and trust and estate practitioner. In my role I draw upon aspects from all of my qualifications which make all those hundreds of hours of studying worthwhile (and profitable!)

What other roles have you held prior to your current one?

I am a chartered accountant and was a public sector auditor at PricewaterhouseCoopers for a number of years.

How has your training helped you carry out your role?

The Chartered Secretary qualification provides a good background to law, finance and administration, and is directly relevant to the company secretarial and other company law work that I undertake.

What made you decide to become a Chartered Secretary?

I was undertaking company secretarial work in the law firm in which I worked, and found that type of work very interesting and so wanted to push my technical knowledge and experience of that area of work. →

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What do you think are the particular benefits of becoming a Chartered Secretary?

The qualification is a reputable industry recognised qualification that speaks for itself. My firm/I are registered with the Institute as Chartered Secretaries in Public Practise, and very few firms of Solicitors have this, and so this has helped me to win the confidence and trust of corporate clients as well as other professionals, such as accountants, who engage me for my specialist company law knowledge.

Would you recommend the ICSA qualification to others?

Yes.

What advice would you offer to a graduate?

As I say to my junior staff members they should aim to take ownership of their work, and not to underestimate what is expected of them, and throw themselves into their work in order to get the most out of their chosen career.

Is there any other information you consider relevant?

Professional qualifications and hands on experience relevant to your chosen area are essential to get ahead (that is rather than academic qualifications). ■