

Greg Walsh (1991)

General Information

Greg Walsh is an exceptional commercial lawyer and brings both legal and commercial knowledge to his practice. Greg has developed a reputation for finding solutions to the most difficult commercial problems and understanding the wider business goals when advising. Greg focuses not just on the highest quality legal advice but on listening to and understanding clients' needs. These skills, together with his ability to understand the commercial issues clients face, allow him to consider alternative options for clients.

After being called to the Bar in 1991 Greg practised in-house with multinational corporations for more than 20 years, ultimately acting as General Counsel & Director of Contracting at Bupa in the UK Health & Wellbeing division. Greg uses the experience he has built up not just in the legal but also in the commercial world to assist his clients. He has provided advice to large and small businesses covering a full review of their legal risks, major contract reviews and negotiations, dispute resolutions and regulatory reviews. A tenacious lawyer with a constant focus on a clients' needs, Greg always delivers an excellent service.

Greg has a wide ranging commercial, corporate and regulatory practice including expertise in Financial Services and has extensive experience of advising commercial clients in relation to their obligations under General Data Protection Regulation (GDPR). Greg has advised on transactions for many corporate clients (as well as during his time as an in-house lawyer) covering complex commercial transactions, corporate deals, trust arrangements and litigation. Greg has a niche practice in privacy and data protection law and has extensive experience of advising commercial clients in relation to their obligations under General Data Protection Regulation (GDPR).

Greg is also a Specialist Member of the IRM. Greg has developed risk systems for both large and small businesses as well as providing advice on legal risk management. This understanding of risk allows Greg to tailor his advice to the risk appetite of clients whether working directly with business or together with solicitor clients.

Direct clients

Greg provides advice to a large number of companies on a direct basis. He works with the executives in the business to assist with complex deals, contract reviews, shareholder issues, legal risk management reviews, litigation and many other matters. For a number of clients (large and small) Greg provides ongoing legal assistance and advises on queries as and when they arise.

Solicitor clients

Greg works with a number of solicitors to provide an added resource to their commercial teams or to enable them to provide commercial advice to clients. When working with solicitors the client is the client of the solicitor and Greg will work either as a consultant to the firm or as counsel providing further advice.

Inhouse clients

Having spent a large part of his career inhouse Greg understands the issues and pressures faced by inhouse teams. Greg works with inhouse teams to deliver additional capacity and specialist knowledge at a rate which reflects the pressures internal budgets often demand.

Career history

Clerksroom; Barrister and mediator - Sept 2013 to date

General Counsel & Director of Contracting, Bupa Health & Wellbeing – Feb 2012 to Sept 2013

Head of Legal, Bupa UK Membership – Jan 2000 to Feb 2012

Senior Legal Adviser/Legal Adviser, Royal & Sun Alliance – June 1992 to Dec 1999

Personal

Greg is married with four children and outside of the house enjoys running and football. He runs the Manchester 10k annually, along with various half marathons (including the Great North Run). He also enters a number of open water swimming events each year.

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