



Marian Ngo

Senior Associate

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OVERVIEW

Marian Ngo is a senior associate in our corporate practice group in the Melbourne office. She focuses her practice on contract preparation and negotiation, mergers, acquisitions and disposals and other transactional advice across a broad variety of industry sectors, including manufacturing, logistics, automotive and retail.

Marian is experienced in advising on a broad range of commercial matters, including distribution and logistics arrangements, strategic alliances (such as sponsorship and joint venture arrangements) and Australian Consumer Law compliance (for example, advising national and international businesses on their consumer facing processes).

PROFESSIONAL BACKGROUND

Before starting her legal career, Marian gained over five years of experience in highly regulated and complex organisations, including at Australia Post and Tatts Group Limited. As an Enterprise Risk Manager at Australia Post, she was responsible for group-wide regulatory compliance reporting and developing incident management frameworks for Australia Post and its subsidiaries. Building upon her corporate experience, she completed an MBA (focusing on strategy and economics) from Melbourne Business School and graduated on the Dean's List.

ACHIEVEMENTS

- Received the Melbourne Business School Foundation Award of Distinction (Dean's List) in 2016
- Received the Melbourne Business School Dean's Commendation Award for Implementation of Strategy and Decision Making in 2016
- 2015 Intel-Melbourne Business School 'Internet of Things' Case Competition 2nd Prize Winner
- Received the Australia Post Corporate & Commercial Services Business Unit Award for Accountability in 2014
- Received the Leo Cussen Centre for Law Advocacy Award with Distinction in 2013

SPEAKING ENGAGEMENTS

Marian regularly presents to clients on a range of topics relevant to corporate and commercial law.

EDUCATION

- M.B.A., University of Melbourne, 2016
- Graduate Diploma in Legal Practice, Leo Cussens Centre for Law, 2013
- LL.B., Deakin University, 2012
- Certificate of Mediation, The Accord Group, 2011
- Certificate in Franchising, Griffith University, 2010

ADMISSIONS

- Supreme Court of Victoria

AREAS OF FOCUS

- Mergers and Acquisitions

REPRESENTATIVE EXPERIENCE

- Completing a secondment in 2018, advising the procurement team of one of Australia's leading banks.
- Negotiating the acquisition, financing and ongoing maintenance arrangements of a fleet of semi-trailers for one of Australia's leading supermarket retailers.
- Advising a Swiss luxury retail conglomerate on the application of the Australian Consumer Law to their sales processes and amending customer processes and contracts for over 25 brands.
- Acting for one of Australia's leading banks to negotiate and document their naming and sponsorship rights in respect of a major Australian sports stadium.
- Advising various organisations on best practice good governance, directors duties and board and shareholders matters.
- Acting for the seller in the sale of an international luxury retail business and distribution network.
- Acting for one of Australia's largest automotive groups in a series of strategic high value business acquisitions throughout 2017 and 2018.