

Two key hires strengthen ELP

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Economic Laws Practice (ELP) has appointed Ashutosh Gupta as a partner of the strategy and planning practice and Karishma Maniar as an associate director of the defence and aerospace practice.

Gupta previously worked with **Khaitan & Co** as director of business strategy and business development, while Maniar previously worked with Tata Power's strategic engineering division as principal of corporate strategy and legal and contracts.

Gupta has 11 years of business development and strategy consulting experience across diverse markets, industry sectors and most recently in the legal space. Maniar has over 11 years of experience within the defence sector. She has been the lead on many large deals with the Ministry of Defence and foreign original equipment manufacturers.

“We need to rise above the din and communicate with our clients in a clear and unambiguous manner,” ELP managing partner **Suhail Nathani** told *India Business Law Journal* about hiring Gupta. “Ashutosh will ensure that we evolve and implement a strategy to take ELP's abilities and messaging to our clients in India and beyond.” Nathani advised other law firms to dedicate at least one partner in the area of strategy.

On hiring Maniar, he said “We recognize that this is now an important area for several of our clients. Unlike in other areas of practice, industry knowledge is essential to ensure that offerings are timely and relevant.”

ELP's tax, trade, regulatory and corporate teams have worked with clients in the defence and aerospace sector.