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### Demarest hires Vectis legal head as partner

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**Brazilian Elite Demarest Advogados has added firepower to its capital markets offering by hiring the head of legal at local investor Vectis as a partner.**

**The arrival of Carlos Henrique de Araújo was announced today.**

De Araújo brings nearly two decades of experience advising on domestic and cross-border securitisation, public offering, restructuring and fundraising transactions as well as project development matters.

Before joining Demarest, De Araújo served as Vectis' head of legal for six years, having joined the company from local Highly Recommended firm Pinheiro Guimarães. He has worked for nearly 10 years at Elite firm Mattos Filho, which included a year-long spell as an international associate at New York-based firm Weil Gotshal & Manges.

Demarest’s managing partner, José Setti Diaz – who was appointed in May – says “Carlos brings a solid career and a strategic vision – particularly in the real estate and agribusiness segments – in line with the current transformation and momentum of the capital markets.”

“His arrival not only strengthens our capital markets practice, but also strengthens interdepartmental alignment and strategic collaboration, enhancing our ability to deliver comprehensive, high-value solutions to our clients,” Diaz concludes.

Looking to the market, de Araújo notes that “in the current high-interest rate environment, there is a clear opportunity for growth in the demand for structured solutions, particularly among middle-market companies seeking alternatives to traditional bank credit.”

He adds: “This segment requires specialised technical advisory to access the capital markets efficiently, which opens for new business and expands the reach of financial transactions in Brazil to a significant portion of local companies.”

**Aside from the appointment of Diaz as managing partner four months ago, Demarest has had a busy year adding talent to its senior ranks. Including de Araújo’s arrival, the firm has hired seven partners since the start of the year, according to data collected by Latin Lawyer. Only fellow Elite firm Cescon Barrieu has made more partner hires.**

In its recent additions, Demarest bolstered its restructuring department by hiring a senior associate from Elite firm Machado Meyer Advogados as partner in September, just one month after it added its 100th partner with the recruitment of a senior associate from fellow Elite Pinheiro Neto Advogados. The outfit also appointed a partner from Highly Recommended Veirano Advogados as head of its technology, media and telecommunications (TMT) practice area in August.

According to data collected by Latin Lawyer, a total of 79 partner hires have occurred at Brazilian outfits between January and September.

