

Roberta Crivellaro

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Roberta leads our Italian practice and is a partner in the corporate team.

Roberta is also European Leader of our business division and heads our 'Italian Desks' worldwide.

She is leading partner in the Italian corporate and real estate teams and specialises in all aspects of corporate and real estate domestic and cross-border transactions, with a particular focus on food & beverage and hospitality sectors.

Roberta acts as the point of reference for many prominent Italian companies, family offices and family businesses doing business around the world, and foreign companies and HNWI investing in Italy.

Her long-lasting experience in different jurisdictions, together with an in-depth knowledge of various legal systems and foreign laws, strengthen her ability to make full use of both the principles of civil law (European law) and common law (Anglo-Saxon system), being dual qualified both in Italy and in England and Wales.

Roberta is the first Italian woman to become a partner of a City law firm in London; she is also one of the few female managing partners of a major Italian law firm.

A leading figure in the Italian legal market, Roberta has gained numerous awards throughout her career.

Among her latest recognitions, she has been mentioned for several years (including 2020) as "Leading Lawyer" in the food sector by the international directory Legal 500 EMEA.

In 2023 Roberta is listed among the Best-50 Italian lawyers in the Italian legal directory "LegalCommunity." Her presence has been constant since 2019, thanks to her "remarkable professional skills" and "strong leadership ability." In 2020, the same publication lists her among the few women managing partners of a law firm in Italy, thus contributing to an important change within the Italian legal market, historically led by men.

She was listed in Forbes Italy's top tier 100 legal and strategic consultants in Italy in 2018 and also featured in Forbes Italy's 'Italian Women of Achievement', - one of only two lawyers on this list - which highlights major individuals active in the areas where Italy plays a role on the international stage.

Her team was recognised as 'Transatlantic Private Client Team of the Year 2018' in the USA for its structuring advice to the Mayor of Venice, and won the LegalCommunity Award for best advisors to the food sector in Italy in 2019.

She teaches and lectures on several master courses, such as AIFO master (The Italian Association of Family Offices) and the Bocconi University AIDAF course (the Italian Association of Family Businesses).

A strong advocate of female empowerment, she is also recognised as one of the most outstanding representatives of female leadership in Italy and is frequently interviewed on the topic by the Italian media.

Track record

Family business reorganizations

Roberta is active in family business reorganizations, regularly assisting prominent Italian families with complex successions and corporate restructuring issues. In addition, she often advises on M&A transactions on behalf of the founders of family businesses.

Italian real estate advice

Roberta is a leading expert in Italian real estate. By way of example, she provides ongoing assistance to an international luxury club and hospitality complex that has invested in new concept hotels in Italy. She is also very active in trophy asset transactions where one of the parties is often a foreign investor.

Wine industry advice

Due to her long-standing experience in the food & beverage sector, with a particular focus on wine, Roberta provides ongoing assistance to some of Italy's most prominent wine producers and organisations. She acts for them in various matters such as M&A, joint ventures, acquisitions of wine estates and a variety of commercial agreements especially in relation to their international activities.

Legal Community

In 2021 Roberta was listed in LegalCommunity's annual rankings of the 50 best business lawyers in Italy, one of only five women.

Talks

- Roberta often participates as a leading speaker and moderator in various events and round tables. Amongst her latest featured events and webinars:
- "Wine Calling: Strategies for investing in US wineries," Withers presentation for select Italian clients - January 27, 2022, co-presenter
- 'Covid-19 and hospitality: challenges and future of the sector', Webinar in partnership with Gianni Origoni Grippo Cappelli & Partners, World Capital, Silver Fir Capital, Currie & Brown and Credit Agricole, May 2020
- 'Generational succession in Italian SMEs', Webinar in partnership with Milano Notai and Bocconi University, AIDAF, May 2020
- Ambrosetti - Withers: 'Governance, tutela del patrimonio e continuità generazionale nelle imprese familiari', ('Governance, wealth planning and generation continuity in family business'), Arcugnano (Vicenza, Italy), September 2019
- 'Facciamo 31': 'Thinking out of the box', September 2019
- STEP Annual Italy Congress: 'The new vocabulary in Wealth Planning' - 'Family businesses: governance and succession agreements; evolution and proposals' November 2019 (and previous STEP annual congresses)
- Lecturer - AIFO's Family Offices Master Programme, 2016 - 2020
- 'Investing in wine estates in the US: opportunities and regulatory considerations', Winetowine (Vinitaly), December 2017
- 'Conversations on women talent: Withers champions Italy's female professionals', April - May - July 2017
- Lecturer at the Executive Master on Wine Export Management, organized by Edmund Mach Foundation, May 2017

External publications

Roberta is often contacted by major Italian newspapers, such as 'Corriere della Sera' and 'Il Sole 24 Ore', to provide her insights on the food and beverage sector (especially with regard to the wine market) and on the real estate market in Italy, in relation to hotels and hospitality.

Amongst her latest feature articles and publications:

'Pink Power', Italia Oggi Sette, 2020

'Flessibilità e condivisione dei ruoli in famiglia', ('Flexibility and sharing of family roles') Il Sole 24 Ore, 2020

'I consigli di Roberta Crivellaro per fare carriera come avvocatessa', ('Roberta Crivellaro advises on legal careers for women'), 2019, Corriere della Sera

'Le 100 donne Italiane vincenti', ('The top100 Italian female winners'), Forbes Italy, 2018

"L'avvocata dei miliardari", ('Lawyer to the billionaires'), Forbes Italy, 2018

'I paesi più attraenti per gli studi legali', ('the most attractive countries for law firms'), Market and Business Magazine, March 2017

'Le signore del diritto scalano la governance delle law firm', ('Women Lawyers move up in the governance of law firms ') Italia Oggi, March 2017

Admissions

Italy, 1994

England and Wales, 2005

Education

University of Padua, Italy, LL.B equivalent

Languages

English
Italian

Memberships

STEP (The Society of Trust and Estate Practitioners)
Roll of Solicitors for England and Wales
International Bar Association
British-Italian Law Association
Fondazione Bellisario
30% Club

Key dates

Year joined: 2005
Year became partner: 2008

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