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# DOCKET

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## Day in the Life: Varsha Gupta

### Interviews and Profiles





## **Varsha Gupta**

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### **6:00 am**

My alarm clock rings, and I hit snooze for another 10 minutes. Finally, I wake up to check my personal and office phones. **Then I head to the living room, stretch, and practice yoga and meditation. This helps me refocus, boosts my mental clarity, and prepares me for the day ahead.**

### **7:00 am**

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**I make my morning coffee, watch the news, and prepare my key focus points for the day. I also quickly respond to a few work emails.**

**8:00 am**

I make oats porridge in almond milk with blueberries and almond flakes as garnish for my breakfast, and I pack last night's leftovers of chickpea couscous salad with grilled vegetables for my lunch. I then quickly shower, get ready, offer my morning prayers, and set off to the office, which is a 15-minute drive, while listening to world news on the radio.

**9:00 am**

**At my office desk, I note today's priorities, knowing some of them will shift as last-minute work will undoubtedly come from some stakeholder.** I have five meetings today, but I am very sure I will have a few impromptu ones as well. I check my email and answer the ones that only require quick, two-line replies.

**10:00 am**

**I attend my first meeting to discuss the RFP from the telecom provider** in relation to hub, network, and mobile services vis-a-vis an exit mechanism and charges for each service in the agreement. This review was initiated to provide business cost-saving after reviewing historic arrangements.

**11:00 am**

**My first meeting is quickly followed by a second meeting** to discuss the RFP from another telecom provider, comparing it with the first offer and understanding the exit mechanism for transitioning from the second service provider to the initial one.

**12:00 pm**

Our key distributor in Egypt has requested amendments to the Advance Facility Agreement, requiring review. A quick call with the finance director follows. We align the commercial terms. **I eat lunch at my desk whilst revising the agreement and send it to external counsel for comments.**

**1:00 pm**

**A quick coffee break before the day's third meeting, this one with the general manager, finance director, and commercial controller to discuss the potential termination of the Iranian distributor.** We formulate a strategy for continuity and minimum disruption to the business.

**2:00 pm**

The Durex Category marketing manager offers input on a marketing post for the Durex FIFA campaign. **I have a couple of impromptu catch-up calls with my marketing and R&D colleagues for my comments on a storyboard and the claims that will be advertised in Dettol TV campaigns.**

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**3:00 pm**

**The fourth meeting of the day is a presentation and discussion on an anti-counterfeiting strategy for the region.** The general manager and I demonstrate what works in the region and what does not, followed by recent success stories.

**4:00 pm**

**I review our legal cost tracker to determine how much of our annual spend remains.** I also prepare the budget presentation for 2019 to present to management.

**5:00 pm**

**An anonymous whistleblower complaint arrives! It's about factory operations in Bahrain.** I have a quick Skype chat with HQ, review the allegations, devise an investigation strategy, formulate questions, and organize calls with people in the business.

**6:00 pm**

**Finally, I browse my inbox, which by now has numerous unread emails, to check if any matters require immediate attention today.** I print documents for an early morning meeting with the external counsel on a distributor consolidation project. Then I update key legal matter reports and the litigation tracker for the Middle East. This is sent to HQ as part of a quarterly regional reporting.

**7:00 pm**

**My last call for the day is with the HQ category development legal and global marketing team on a new product launch initiative, discussing the methodology and substation behind claims and signing off for my region.**

**8:00 pm**

**My working day ends with a drive home whilst listening to my favourite music channel, Virgin Radio, which helps me to switch off.** I prepare a quinoa salad for dinner and catch up with my parents on Skype. I check my phone and respond to a few private messages, then check my office phone and accept a meeting invite from the country manager. Tomorrow, we will discuss the distributor consolidation exercise. Afterward, I put my office phone on silent and put it in my handbag.

**9:00 pm**

**Whilst I have my dinner, I catch up on Grey's Anatomy. This always helps me to unwind before hitting the bed.**

**11:00 pm**

**I take a magnesium tablet to get a good night's sleep.**

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