

XLNC Partner Portraits – Interviews with Members

Marios Palesis



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XLNC Member Firm
Kinanis Law Firm
Law Firm Services
Nicosia, Cyprus
T: +357 22 55 88 88
W: www.kinanis.com

Kinanis LLC is committed to providing top quality legal, tax planning and accounting services tailored to each client's particular needs. We have been offering legal and consulting services in Cyprus since 1983, evolving from a traditional law firm to an innovative cutting-edge multidisciplinary law firm that combines exceptional expertise in law, tax and accounting. From its establishment the Firm's focus has been heavily business oriented and always abreast with the latest global developments and innovations.



“ **XLNC: Mr Palesis, who are you and what is your firm doing?** ”

Marios Palesis: My name is Marios Palesis and I am a tax specialist and qualified accountant at Kinanis LLC, which is a well-established law firm based in Cyprus. At Kinanis, we provide a broad range of legal services to both local and international clients, with a focus on delivering high-quality and practical solutions to their legal needs. Our firm has a team of experienced lawyers, accountants, and other professionals who are committed to providing comprehensive and tailored services that meet the specific requirements of each client.

As a tax specialist, my role at Kinanis is to provide expert advice on a range of tax-related matters, including international taxation, transfer pricing, and regulatory compliance, with extensive experience in these areas. My qualifications, including an Advanced Diploma in International Taxation with a specialization in Transfer Pricing, and memberships in professional organizations such as the Association of Chartered Certified Accountants (FCCA), the Institute of Certified Public Accountants of Cyprus (ICPAC), and the Chartered Institute of Taxation, UK (CIOT) (ADIT), enable me to provide clients with comprehensive and up-to-date advice. Overall, our firm is committed to providing high-quality legal and related services that meet the needs of our clients, and we are proud of our reputation for excellence in Cyprus and abroad.

“ **XLNC: Why did you become an accountant?** ”

Marios Palesis: One of the main reasons I chose to become accountant is my interest in numbers, finance, and business. Accountants play a vital role in helping businesses manage their finances and achieve their financial goals. This requires a strong understanding of accounting principles and financial analysis.

Also, I became an accountant because I enjoy the challenge of problem-solving and the satisfaction of helping clients achieve their financial objectives. Accountants can play a critical role in helping clients navigate complex financial and tax issues, and this can be very rewarding.

XLNC: What were your dream professions when you were a child?

Marios Palesis: When I was a child, I dreamed of becoming a fireman. I was inspired by the bravery and selflessness of these individuals, who risked their lives to save others and protect property from fire. As a child, I was fascinated by the trucks, hoses, and equipment used by firefighters, and I imagined myself as part of a team working together to fight fires and save lives.

While I ultimately chose a different career path as an accountant and tax specialist, I still admire the courage and dedication of firefighters and the important work they do in our communities. My childhood dream of becoming a firefighter taught me the value of teamwork, dedication, and service to others, and these are principles that I continue to apply in my work as a legal and tax professional.

XLNC: What is special about your firm?

Marios Palesis: As a tax professional, I am proud to be part of Kinanis, a law firm committed to providing high-quality and client-focused services. One of the things that sets us apart is our team of experienced lawyers, accountants, and other professionals, all of whom work collaboratively to provide comprehensive and tailored services to each client. Our team includes individuals with diverse backgrounds and areas of expertise, enabling us to provide a wide range of legal and tax services to both local and international clients.

Another key feature of Kinanis is our commitment to deliver practical and commercially-focused solutions to our clients' needs. We understand that our clients operate in a fast-paced and competitive environment, and we strive to provide advice that is both legally sound and commercially sensible.

At Kinanis, we also place a strong emphasis on building long-term relationships with our clients. We believe that trust and mutual respect are essential to successful business relationships, and we work hard to earn and maintain the trust of our clients through open communication, transparency, and a commitment to excellence. Overall, I believe that Kinanis is a special firm because of our commitment to excellence, our focus on practical and client-focused solutions, and our international reach and expertise.

XLNC: What was your most difficult professional moment / experience and why?

Marios Palesis: The COVID-19 pandemic presented significant challenges for professionals across many fields, including law and accounting. Adapting to new ways of working and serving clients while navigating uncertainties and disruptions was a difficult task. However, we were able to adapt and thrive by staying informed, maintaining clear communication, and being creative and flexible in finding new solutions to emerging issues. The ability to remain calm, focused, and dedicated to client service was key to our success during this challenging time.

XLNC: Which two or three personalities influenced you the most and why?

Marios Palesis: There have been several personalities who have influenced me throughout my personal and professional journey. My uncle, who was an accountant, was one of the first people who inspired me to pursue a career in accounting.

Also, I was deeply influenced by my hardworking father and honest mother. Their commitment to provide for our family and to instill strong values of honesty and integrity has been an important factor in shaping who I am today. Seeing their sacrifices and dedication has motivated me to work hard and strive for success.

Overall, the influence of these personalities has reinforced the importance of hard work, dedication, and a commitment to serving clients with excellence and integrity.

” XLNC: *What are your most developed professional skills and why?*

Marios Palesis: As an expert in direct tax and transfer pricing, my most developed professional skills include attention to detail, critical thinking, strong analytical abilities, effective communication, and a deep understanding of tax law and regulations. These skills have been essential to my success in providing exceptional service to clients in the complex and ever-changing field of taxation.

” XLNC: *The best professional advice you received was... And from whom?*

Marios Palesis: The best professional advice came from Christos Kinanis himself, who advised me to never delegate a task and then forget about it, but rather to follow up and ensure that it is completed to the best of our abilities. This has been particularly important in the field of taxation, where attention to detail and accuracy are paramount. This advice has been instrumental in shaping my approach to my work and has contributed significantly to my success in the field of tax law.

” XLNC: *Is there anything you wished would come back into fashion?*

Marios Palesis: The rock music of the 80s & 90s.

” XLNC: *What's your favourite zoo animal?*

Marios Palesis: Donkeys.

” XLNC: *What animal do you think most closely matches your personality?*

Marios Palesis: Eagle.

” XLNC: *If you could go back in time, what year would you travel to and why?*

Marios Palesis: If I could go back in time, I would travel to the 5th century BC in Greece. This was a significant time in the development of Western civilization, with great advancements in philosophy, art, and science. I would love to experience the ancient Greek culture firsthand and to witness the birth of democracy, as well as the Olympic Games.

” XLNC: *Your best advice for clients?*

Marios Palesis: As a legal and tax professional, my best advice to clients would be to prioritize planning and proactivity. In today's fast-paced business environment, it's essential to be prepared and proactive in dealing with legal and tax issues. This means taking a strategic approach to managing risks, identifying potential challenges, and developing a plan of action to mitigate these risks.

Additionally, it's crucial for clients to stay informed and up-to-date on legal and regulatory changes that may affect their business operations. This requires a commitment to ongoing education and a willingness to seek out expert advice when needed.

Ultimately, my best advice to clients would be to work with a trusted and experienced legal and tax professional who can provide comprehensive advice and guidance on all aspects of their business operations. By working collaboratively with a team of professionals, clients can ensure that they have the support they need to navigate the complexities of the legal and tax landscape and achieve their business objectives.

” XLNC: *Your best advice for younger professionals?*

Marios Palesis: As someone who has been in the industry for a while, my best advice for younger professionals is to work hard, stay focused on your goals, and never stop learning. In this field, knowledge and experience are essential, so it's important to take every opportunity to expand your skills and expertise. And most importantly, always maintain a high level of integrity and ethics in all your work.

” XLNC: *What is your favourite movie and why?*

Marios Palesis: My favourite movie is *Black Hawk Down* because it is an intense and emotional story about heroism and sacrifice.

” XLNC: *What is the quality you most like in a person?*

Marios Palesis: The quality I most value in a person is integrity. I believe that honesty, trustworthiness, and strong moral principles are essential for building meaningful relationships, both personally and professionally. In my experience, individuals who possess integrity are more likely to succeed in their careers and make a positive impact on the world around them.

” XLNC: *What is your proudest accomplishment?*

Marios Palesis: My proudest accomplishment is building a successful career in the field of taxation, specifically in the area of direct tax and transfer pricing. Additionally, I am proud of the strong relationships I have built with my colleagues and clients based on mutual trust, respect, and a commitment to excellence.

” XLNC: *What really makes you angry?*

Marios Palesis: I do become frustrated with liars.

” XLNC: *Which talent would you most like to have and why?*

Marios Palesis: As a football enthusiast, I would love to have the talent to play the sport at a professional level.

” XLNC: *What is your greatest regret?*

Marios Palesis: As someone who values family greatly, my greatest regret is not spending enough time with my son due to my demanding work schedule. While I am proud of my accomplishments in my career, I know that the moments with loved ones are what truly matter in life. It is important to me to find a better balance between work and family time going forward. ●