

## Profile

John Conlon is the founder of a tax advisory firm, Professional Tax Advisers, in Dublin, Ireland, and has several decades' experience working as a tax practitioner and accountant.

John achieved ADIT in 2024, completing the EU VAT and Ireland modules, alongside Principles of International Taxation.

## Qualifications

CTA

ADIT Affiliate

# John Conlon



## Interview

### What made you choose to study ADIT?

In my work, I provide tax advice to accounting firms, lawyers and financial advisers, and I've found that it's vital to have a breadth of technical knowledge across a range of tax heads. In the past, international taxes mainly affected very large corporate and personal taxpayers but this has changed dramatically in recent years with increasing cross-border mobility and transactions. Therefore, I decided that I needed to acquire greater knowledge in this area to be able to offer a full service to clients.

I also felt that certification by a reputable body was important. The ADIT qualification from the Chartered Institute of Taxation was a perfect match.

The qualification is challenging but offers a deep understanding of the global landscape through the Principles of International Taxation module, which gives the conceptual understanding to advise clients on treaty and related issues. The jurisdictional options enabled me to relate the international and domestic legislation in practical areas such as global mobility, residence, and corporate structures.

### What does a typical working day look like for you?

I advise taxpayers across multiple tax heads and my work involves research on legislation and cases to advise clients on issues such as residence and domicile, company exit, qualification for reliefs, VAT, offshore funds, inheritance and gift taxes.

### What are your career highlights to date? What has been your biggest challenge?

Career highlights include qualifying as a Chartered Management Accountant, as a Chartered Tax Adviser with the Irish Tax Institute, and of course achieving ADIT. In the past, I was also a financial controller in industry, including 15 years as a controller for two plants with combined turnover of €200m.

In terms of challenges, marketing my startup tax practice, Professional Tax Advisers, during a period of economic crisis certainly stands out. In practice, providing good tax advice to clients on a range of issues can be always challenging as well!

### What was your perception of international tax before your ADIT learning began? How has this changed?

Before studying for ADIT, I saw international tax as the preserve of the large firms and the large taxpayers. I now see the relevance across a wide range of clients and activities, for example, how the BEPS changes on corporate residence can affect even SMEs in cross-border situations.

### **How has ADIT helped you in your job or career?**

It gives me a range of knowledge which would not be common in a small practice. This enables me to serve a wider variety of clients. For example, in a recent case regarding a US estate, the US attorneys wrote to the beneficiaries, complimenting them on their decision to take our advice. I was able to advise them in this way because of the knowledge acquired from my ADIT studies. I was also able to use the Estate Tax treaties to claim significant savings for the beneficiaries.

### **After completing ADIT, what helped you decide to become an International Tax Affiliate?**

Having completed ADIT, I thought it was only logical to affiliate with this prestigious qualification as it enables me to demonstrate my achievement and increase my credibility.

### **Who has inspired you so far in your career?**

I have always been self-motivated regarding continuous development and learning as I want the professional security afforded by a sound knowledge base.

### **Do you have any additional thoughts and /or comments on ADIT?**

I believe that the qualification is growing in relevance and no longer just for the big players.

