# Careers Supporting Scientific Innovation

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Appleyard Lees
European Patent & Trade Mark Attorneys

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# A number of career paths…

- Intellectual Property Law
  - Patent Attorney
  - Solicitor/Lawyer
- Technology Transfer Professional
  - Higher Education
  - Commercial Sector
- Open Innovation/Technology Scout
  - Large companies

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# My Background

- BSc in Genetics
- MSc in Oncology

- Worked for:
  - Alexis Biochemicals (now Enzo Life Sciences)
  - GlaxoSmithKline

- Trained with another firm of patent attorneys (7 years)
- Moved in-house to Kraft Foods (5 years)
- Moved back to private practice (2 years)

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# Intellectual Property Law


Bloomberg
News
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BREAKING NEWS
Yahoo Sales Top Estimates as Mayer Renews Turnaround Effort
TWEET
WITH ALL DUE RESPECT
Weekdays
5PM ET/PT
Bloomberg Television
BloombergPolitics.com
Sponsored by
Pfizer Wins Viagra Patent Infringement Case Against Teva Pharmaceuticals
Save
By Phil Milford
Aug 15, 2011 8:13 PM GMT
1 Comment
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Thursday, November 21, 2013, 12:39 pm PT (03:39 pm ET)
Jury awards Apple $290 million in patent infringement case with Samsung
Breaking
By AppleInsider Staff
A jury of eight granted Apple $290 million in damages from rival Samsung on Thursday, in exchange for the South Korean electronics maker copying the patented software and hardware designs of the iPhone and iPad.

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# Patent Attorney – Background

- Protect innovations by filing patent applications covering inventions
- Enforce patents against infringers
- Invalidate patents
- Get involved with (and advises):
  - Academics
  - CEOs / CSOs of SMEs
  - R&D departments of large companies
  - Venture Capitalists
  - Other patent attorneys from around the world
  - Lawyers and Barristers

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# Patent Attorney – Required Skills

- Good scientific degree (2.1 above)
- Preference for MSc or PhD
- Excellent command of the English language (both written and verbal)
- Good eye for detail
- Good analytical skills
- Ability to formulate coherent arguments
- Tenacity to continue to learn and take exams (it takes about 4–7 years and lost of exams to qualify!)

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# Patent Attorney – Training

- ‘On the job’ training
- **Year 1:** 5 foundation UK exams / a 1 year course
- **Year 2-3**: 4 advanced UK exams & 1 pre-European exam
- **Year 3-4**: 4 European exams
- **Year 4-7**: Qualify

| PATENT SALARIES BY SENIORITY | |
|---|---|
| **Responsibility level** | **Average basic salary** |
| Recent graduates | £26-29,000 |
| Technical Assistant (QMW/Foundation level) | £32-38,000 |
| Finals standard | £40-55,000 |
| Newly-qualified Patent Attorney | £60,000+ |
| Post qualification experience (3 years) | £75,000+ |
| Post qualification experience (5 years) | £85,000+ |
| Head of IP Department (industry) | £100-250,000 |
| Partner in private practice | £100-400,000 |

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# Patent Attorney – Best Part of the Job

- Exposure to:
  - cutting edge science
  - a range of bio technologies
- Varied and stimulating career
- Use your bio degree in a commercial setting
- Travel
- Relatively well paid

www.cipa.org.uk

www.insidecareers.co.uk

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# Lawyer/Solicitor – Background

- Similar background and requirements as patent attorney
- Advises on:
  - Contracts
  - Licensing
  - Litigation
- Also gets involved with (and advises):
  - Universities
  - CEOs of SMEs
  - Legal departments of large companies
  - Other lawyers from around the world
  - Barristers

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# Lawyer – Training

- Common Professional Examination or Graduate Diploma in Law (CPE/GDL)
  - If you already have a non-law degree
  - Usually 1 year
- LPC (Legal Practice Course)
  - Usually 9 months
- Training Contract
  - Usually 2 years as trainee solicitor
  - Different ‘seats’

www.lawsociety.org.uk

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# Technology Transfer Professional

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# Technology Transfer Professional – Higher Education

- Crucial link between universities/institutes and the commercial world
- Helping to find a home for technology
- Negotiating deals
- Helping to spin-out companies
- Running multiple projects at the same time
- Dealing with a range of business advisors (legal, financial, regulatory)
- Reporting internally

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# Technology Transfer Professional – Commercial

- Generating revenue from unused or under exploited technology, or
- Generating revenue from someone else's technology which you have acquired or licensed
- Licensing and sub-licensing opportunities
- Negotiating deals

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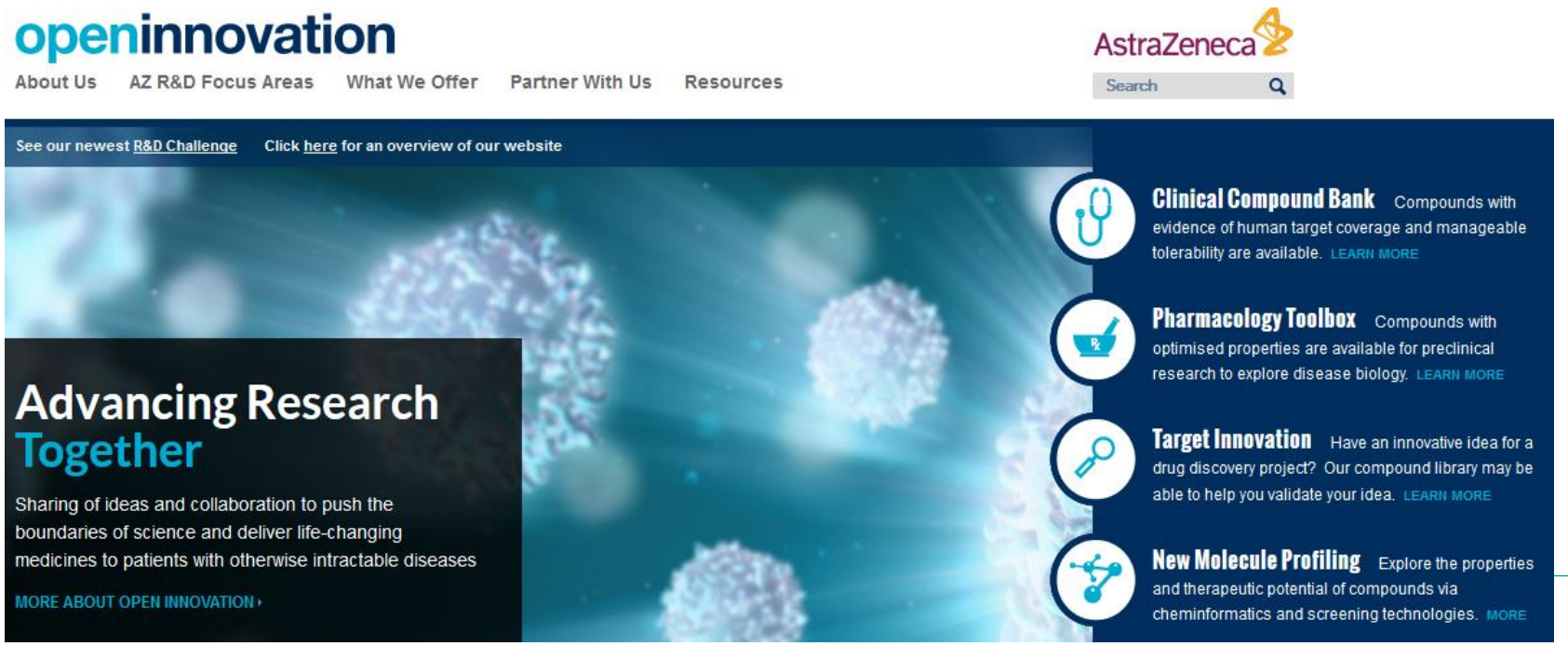
# Open Innovation/Technology Scout

Research
How we discover new products
What we are working on
Research funding



# Open innovation

*To encourage innovation targeting diseases of the developing world - where there is not the same potential commercial return as in developed countries - we have changed the way we think about intellectual property and the way we work with others.*



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# Open Innovation

- “Bringing the outside in”
- Many large companies realise that useful technology exists or can be developed on the outside
- Reduces risk and financial outlay for exploring new areas of research
- Programmes need to be managed by scientists who understand the technology
- Putting in place licensing opportunities
- Negotiating deals
- Help to get better products to the market quicker

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# Technology Scout

- Investigate companies/technologies which:
  - Fit with the research objectives of the company
  - Address/answer technical problems
  - Could be acquired
- Attend trade conferences
- Engage with higher education establishments
- Help with Open Innovation team
- Travel

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# Questions?