

Vacancy:

Senior Consultant – Physical Sciences

Remuneration: £50k - £65k + bonus

Location: London or Edinburgh

Company Background

IP Pragmatics (www.ip-pragmatics.com) is an established management consultancy specialising in all aspects of early-stage technology development and exploitation support for its clients. Additionally, we provide clients with intellectual property related management services including the provision of patent and trademark renewal payment services. The company is headquartered in London, UK and has offices in Edinburgh, Scotland and Sydney, Australia. We also have strategic partners in Japan and North America.

The consulting team works with universities, government research institutes and technology-centred companies (SMEs to multinationals) assisting with intellectual property-based technology commercialisation. Our services include:

- Intellectual property auditing
- Patent management strategy and tools
- Market research, both primary and secondary
- Valuations
- Technology commercialisation
- Business development and licensing
- Annuity and patent renewal payments
- Patent landscaping analysis

Historically, the company has had a strong focus on life science technologies, but we are increasingly finding that our clients are seeking the same high-quality support for physical science technologies. This position is a first step in strengthening our expertise in this area, with the opportunity for an ambitious consultant to expand our portfolio of clients and projects in the physical sciences.

Further details of our work can be found on our website – www.ip-pragmatics.com.

This vacancy is a permanent appointment based in either London or Edinburgh with the prospect of considerable growth in responsibility and experience over the medium to long term.

Job Description and Requirements

We are seeking a senior consultant with a background in the applied physical sciences, technology transfer and/or market research. The job holder will be expected to work within the consulting team to take responsibility for delivering a range of projects for existing clients and to bring in new projects.

Key responsibilities include:

1. Working with the consulting team to manage and deliver client projects
2. Research, acquire, assess and critique relevant information on markets, technology, intellectual property landscape and companies
3. Generate and disseminate client reports and other client deliverables
4. Attendance at seminars, conferences and trade shows of relevance to IP Pragmatics
5. Assist in the day to day running of IP Pragmatics by; coordinating meetings; liaising with clients; and contributing to the general administration of new business generation
6. General responsibilities:
 - a. Liaising with IP Pragmatics principal consultants on work progress and scope
 - b. Assisting in the marketing of IP Pragmatics capabilities to potential new clients
 - c. Acquiring new clients through their networks
 - d. Being an active part of the Pragmatics team and contributing to its long-term vision

We are seeking a self-starter with a good technical background from their university degree and post degree work experience. Previous experience of working with intellectual property or technology opportunity evaluation, either within industry or a university technology transfer office, is essential.

The successful candidate will have a technical background in an applied physical science discipline (such as ICT, physics, engineering, material science etc) and preferably, experience of working within industry and/or a commercial consultancy environment. Knowledge of early-stage technology transfer (patenting, licensing, academic/industry interaction, spin-out company formation etc.) is essential.

The job presents an opportunity for individuals with 3+ years' management consultancy, market research and/or technology transfer experience to apply these skills to a variety of projects for many different research and commercial organisations. All of this whilst working in a dynamic, friendly and ambitious company.

Essential Skills & Experience

- Science degree in physical sciences (such as ICT, physics, engineering, material science etc)
- 3+ years' management consultancy, market research and/or technology transfer experience
- Significant commercial acumen and strategic vision
- Experience in a relevant commercial environment, with a strong understanding of opportunity assessment, IP protection, licensing, and commercialisation issues
- Strong analytical and interpersonal skills
- Excellent presentation and written communication skills
- Good organisation and time management skills, and ability to multi-task
- Self-motivated and ability to prioritise tasks
- Good attention to detail

- Demonstrable initiative and capable of working independently
- Proven planning skills and delivery of tasks and projects against deadlines
- A genuine customer service orientation

Additional Desirable Skills & Experience

- Independent consulting experience within the public and/or private sector
- Early-stage fund raising or investment
- Start-up business management
- Relevant industry experience
- Proven track record of winning new business, ideally in a consulting environment

Location: London or Edinburgh (with the ability to work remotely for part of the time)

The job holder will need to already have the right to work in the UK.

Start Date: Flexible depending on the selected candidate's requirements.

Benefits Package

In return you will be working in a collegiate and flexible environment with an excellent benefits package and ongoing training support:

- 25 days holiday
- Flexible working hours
- Generous bonus scheme (% based on performance)
- Life Assurance
- Contributory pension scheme (8% company contribution)

Applications

Closing date: **Monday 10th May 2021**

Applications, including full CV, and current salary, should be submitted by email to rupert.osborn@ip-pragmatics.com.

Interviews are expected to take place by videoconference in the week commencing 17th May 2021 (with flexibility if selected candidates are not able to make these dates).

For additional details and/or to discuss the job requirements please email or call:

Rupert Osborn (07720 443412)