

## Vacancies:

### Two Technology Consultants

**Remuneration: £32k - £45k + bonus**

#### Company Background

IP Pragmatics ([www.ip-pragmatics.com](http://www.ip-pragmatics.com)) is an established specialised management consultancy that assists its clients in all aspects of early-stage technology development and exploitation. 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.

We work with universities, government research institutes and technology-based companies (SMEs to multinationals) assisting with intellectual property-based technology exploitation. Our services include:

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

Further details of our work can be found on our website – [www.ip-pragmatics.com](http://www.ip-pragmatics.com).

These two vacancies are permanent appointments based in London or Edinburgh, with flexibility to work from home part-time, and with the prospect of considerable growth in responsibility and experience over the medium to long term.

#### Job Description and Requirements

We are seeking two technology consultants with backgrounds in life or physical sciences and/or market research. The job holders will be expected to work within the consulting team on a range of projects for existing clients. This will primarily include assisting with: gathering information on markets, companies and technologies; compiling information into concise summaries; writing reports on market and technology trends; identifying new sources of information; patent searching and IP analytics (training will be provided); identifying and contacting potential technology partners/licensees to market client technology opportunities.

Key responsibilities include:

1. Working with principal consultants to identify key market, intellectual property and technology questions which need answering
2. Identify and build databases of information sources
3. Acquire necessary information on markets, technology and companies
4. Summarise information and discuss with principal consultants and, if required, clients
5. Assist principal consultants in gathering information on new clients and market opportunities
6. Generate and disseminate reports and summaries
7. Attendance at seminars, conferences and trade shows of relevance to IP Pragmatics
8. Assist in the day to day running of IP Pragmatics by; coordinating meetings; liaising with clients; and contributing to the general administration
9. 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. Being an active part of the Pragmatics team and contributing to its long-term vision

We are seeking self-starters with good technical backgrounds from their university degree and/or post degree work experience. Previous experience of working with intellectual property or technology consulting is desired but not essential.

Preferably the successful candidates will have a technical background in either a life science or physical science discipline and experience in gathering market / technical information or intellectual property analytics. Knowledge of early-stage technology transfer (patenting, licensing, government funded research) would be desired but is not essential.

The jobs present an opportunity for new graduates or postgraduates (Masters or PhD), or individuals with 2-4 years post graduate work experience to significantly enhance their technology consulting experience whilst working on a variety of projects for many different research and commercial organisations. All of this whilst working in a dynamic, friendly, small and ambitious company.

### **Essential Skills & Experience**

- Science degree, life sciences or physical sciences
- Strong analytical and interpersonal skills
- Excellent presentation and written communication skills
- Intermediate to advanced working knowledge of Microsoft Office applications including Word, Excel, Outlook and Powerpoint
- 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 with minimal supervision
- Proven planning skills and delivery of tasks against deadlines
- Ability to manage a varied workload

### **Additional Desirable Skills & Experience**

- Experience from either the technology transfer or a science-based industry advantageous
- Knowledge of patents and the patenting process
- Knowledge of intellectual property analytics including IP valuations
- Entrepreneurial experience and/or training

**Location:** London or Edinburgh with flexibility to work part-time from home

### **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 22<sup>nd</sup> November 2021

Applications, including full CV, and current salary, should be submitted by email to [rupert.osborn@ip-pragmatics.com](mailto:rupert.osborn@ip-pragmatics.com).

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

Rupert Osborn (07720 443412)