

# Straight to the pointe



Complete our Salary Survey 2014 at [www.surveymonkey.com/s/FA2014](http://www.surveymonkey.com/s/FA2014) and enter to win a £100 Amazon Gift Card!

## Part Qualified, Mechanical Engineer Patent Attorney, Yorkshire, To £45,000

A super opportunity for an attorney who wants to work as part of an established but rapidly growing team. Given the Yorkshire base, the firm works with a great deal of direct clients particularly in the automotive and general engineering sectors. The work is drafting heavy with a reasonable proportion of advisory work. For the longer term, the firm has somewhat of a demographic gap so the opportunities for a part qualified attorney appear relatively competition free and naturally achievable (it would be anticipated you would progress fluidly rather than having to fight tooth and nail at every rung of the ladder). The position would suit someone who can collaborate well but who is also able to work autonomously.

## Qualified Patent Attorney, Electronics, London, c. £85,000

This firm of patent attorneys is expanding their Engineering and Electronics team and is seeking a UK and European qualified attorney with an active approach to business development to join their outfit. The ideal candidate will have excellent academic and professional credentials and be highly motivated to progress further in their career. A proven track record in identifying and securing new business development opportunities is desirable, as well as experience in providing high quality advice to a wide range of technology clients. The position will involve working with a variety of existing blue chip clients and will principally comprise of general patent prosecution, oppositions and appeals; mainly at the EPO.

## Commercial Strategist and Qualified Patent Attorney, Midlands, £75-£80,000 but flexible

A business strategy role that would suit a patent attorney who enjoys the commercial aspects of the job more than drafting and prosecution. Get out and meet new clients and work with them on finding suitable solutions for managing their IP portfolio, such as valuations, licensing opportunities and invention harvesting. Ideally you will have a technical background broadly within electronics but a physics or mechanical engineering background with some electronics would be a possibility. There are tremendous development opportunities with this position and you will be able to determine the shape of the role as you progress with the firm, heading hopefully towards a leadership position in the medium term.

## Biotechnology Specialist, Patent Attorney, London, c. £85,000

This firm is committed to uncompromising quality and provides its clients with a service that is second to none in the industry. Their Biotechnology team holds a solid reputation and the entire firm has recently benefited from a rebrand. They focus on delivering an impeccable service tailored to the individual client's needs, from advice and implementing IP strategy to detailed and intricate drafting. The department values business development and as a key player in its future growth and expansion you will support and evolve an international client base. Ideal candidates will have an excellent academic track record and the desire to work in a large team of dedicated professionals.

## Finalist Patent Attorney/Litigator, Electronics or Engineering, London, £50,000+

A role has come about at a modest yet well-grounded firm, with a substantial work load from direct clients in the UK and overseas. This is a unique role for an attorney with prior experience of (or interest in) litigation, with the opportunity to be supported through your qualifications and be encouraged to tackle your work from a completely new perspective. The firm benefit from close relationships with loyal multinational clients who welcome and value the input offered from all attorneys working on their behalf, whether it is a trainee or Partner. The route and pace in which your career takes is down to you and the firm will support you in whichever direction you decide to take.

## Electronics Patent Attorney, Part Qualified, London, c. £45,000

This firm's electronics department, unlike many of its competitors, is genuinely not stuck with only large scale telecommunications prosecutions work. They actually have quite a variety, from university work, software, navigation systems and some direct client telecoms work. As a result the portfolio presents a range of challenges from dealing with complicated, highly technical drafts to European oppositions work. Apart from the work it is a fun place to be, their training programme is excellent and there are plenty of people within your peer group to bounce ideas off. They tend to pay a little above market and have a career structure in place that is very transparent at every level.

## Client Relationship Manager, Renewals

This role is a new addition to this already well-established operational team within a firm of patent and trade mark attorneys. They offer a renewal service, translations and validation of European patents in the UK and are in need of an experienced sales professional to engage with and improve upon the relationships the firm currently has with existing clients, and to market their services so as to attract new clients. You will have the opportunity to shape the way in which the services are presented to clients, both existing and new, and be involved in devising business development strategy. Regular travel is required between the firm's offices across the UK.

## Qualified Patent Attorney, Engineering, London, £80,000+ plus generous bonus and overall package

An opportunity to work with a firm that invests in business development both in the UK and overseas and can offer significant travel opportunities to the right candidate, in particular to Japan and the US (as well as unexplored markets into which the firm can grow). Candidates must have excellent interpersonal skills in order to provide exceptional client service. We would expect ideal candidates to have at least 3 years' post qualification experience, with an excellent academic background and ideally an additional language, particularly Japanese, German, Mandarin or French. The firm has recently been involved in litigation in the UK, Germany and the Netherlands, and assists clients with licensing, so an interest and experience in litigation will be highly valued.

## Part Qualified/Finalist, Patent Attorney, Chemistry, £40-£55,000

Pharmaceuticals work is the primary interest here, supplemented with an assortment of other chemical work. The firm is known for its European oppositions practice so there will be considerable exposure to contentious work. From a cultural perspective the firm has a quite inclusive environment and encourages discussion amongst its attorneys of all levels. However, taking responsibility for clients and particular projects is also actively promoted. Irrespective of their time with the firm, attorneys will interact with clients, attend networking events and develop commercial intellectual property plans. The firm pays a base salary in line, if not a little better, than market rate but also offers a fantastic bonus that can add substantial value to the base pot (and the bonus is achievable – all attorneys receive one but the total amount paid varies).

## Qualified, Mechanical Engineer, Patent Attorney, South, c. £85,000

Work for a leading private practice providing key strategic advice to companies at every stage in the development and commercialisation of their IP portfolio. Typical responsibilities include: negotiation of settlement agreements, competitor portfolio and product analysis, due diligence, invention harvesting, creation and implementation of client IP policies at board level, provision of IP training to managers and engineers, infringement and validity advice, freedom-to-operate opinions and the development and prosecution of patent portfolios.

For more information or to apply to any of these roles speak to Pete Fellows or Philippa Field on 020 7903 5019 or email: [contact@fellowsandassociates.com](mailto:contact@fellowsandassociates.com).

You can also join us on LinkedIn: [www.linkedinin/fellows.com](http://www.linkedinin/fellows.com)  
Visit our website: [www.fellowsandassociates.com](http://www.fellowsandassociates.com)  
Or follow us on Twitter: [@FellowsandAssoc](https://twitter.com/FellowsandAssoc)

