

# Fellows and Associates

Thursday 15 May 2014

£1.00

## Fellows and Associates Announce the Results of Salary Survey 2014

For more information head to

<http://www.fellowsandassociates.com/uploads/SalarySurvey2014.pdf> or get in touch with the team to request a hard copy

### Up to 3 Yrs' PQE, Electronics, London Up to £85,000 + Generous Bonus

This firm is experiencing a period of significant growth, both in terms of client base and team members, and in turn is relatively flexible in what level they recruit. The client portfolio includes a significant number of SMEs and sole inventors, giving you the opportunity to become fully immersed in their IP activity and be an integral driver in the direction it takes, as well as plenty of larger industry leading names in the electronics field. The firm may be large but this does not distract from the close knit and collaborative approach it adopts across its offices. Staff are encouraged to interact regularly and share ideas irrespective of their seniority and location and the meritocratic environment ensures those who contribute are recognised and rewarded accordingly. You will be expected to tackle high value prosecution work, strategic due diligence and significant opposition work including attendance at the UKIPO and EPO.

### Account Manager, IP Management Software, South, £50-£60,000 + Bonus

A world leader in IP management software is further expanding their reach into Europe and Asia and is in need of an experienced IP sales professional to join them in the UK. You will be the primary point of contact during the implementation phase of the sales life cycle and be supported by a wider Client Services team. You will be required to use your in depth knowledge of the products to ensure a smooth integration of the software into the clients' working structure and be on hand to solve any difficulties that may arise, demonstrations during the initial stages of the sales process will also be required. Ideal candidates are hoped to have at least 3-5 years' experience working in software sales and will also have experience of the Intellectual Property sector. Close proximity to London is beneficial, however suitable candidates from across the UK (and Europe) will also be considered.

### ★ Finalist, IT & Engineering ★ London, £57,500+

Are you ready to begin the next stage of your career and assume significant responsibility as the first officer to a recognised Partner in this firm's busy IT & Engineering department? This is a unique opportunity to gain exposure to the professional issues dealt with day-to-day by senior management, and be part of the process to help overcome them. You will be able to develop close working relationships with your clients through regular face to face contact and have the freedom to concentrate on the more creative elements of your role, such as the commercial analysis and fulfilment of their IP portfolio, predicting and preparing for potential oppositions and possible company mergers and acquisitions. There is a highly capable support team allowing the attorneys to concentrate on their professional duties and a generous and achievable bonus structure.

### Part Qualified, Physics/Electrical Engineering, London, c. £45,000

Be welcomed into the fold by this open and supportive firm with an almost family like environment. Integration is key here, with all staff members actively encouraged to share their ideas through face to face meetings, rather than internal emails. Attorneys routinely meet with different clients, have the opportunity to work with various Partners in the department and can join a number of different technical sub groups that suit their interests, allowing for a fluid and highly varied working environment. Daily responsibilities will include plenty of drafting, prosecution and advisory work for a number of UK and European clients, exposure to a busy opposition and appeals practice and training in the many managerial aspects of the firm with a view to you progressing into a senior management role in the future.



### IP Lawyer, London, £TBC

A number two role for an experienced IP Lawyer for a leading law firm. The client portfolio encompasses all aspects of intellectual property with a mix of non-contentious and contentious work (in particular copyright, designs, trade marks and licensing). You will be working for a highly regarded and well-connected departmental head that is very ambitious about how the department develops. Whilst the firm has considerable IP work, you will be encouraged to build your own portfolio over time and will certainly provide strategic input into the department's development. As a key part of the firm your work will have an international edge with likely attendance at global IP conferences.

### Life Sciences, Senior Associate, London, c. £90,000

Sustained growth and success over recent years has resulted in this firm continuing to recruit in life sciences, and by no means are they showing signs of slowing down. The department is managed by a highly reputable Partner in the field and their client base boasts some of the world's principal names in Pharmaceuticals and Biotechnology. The firm is housed in spectacular surroundings and enjoys a highly technical and experienced HR and support team. There will be the opportunity to attend networking events and you will have the freedom to build your own portfolio reflective of your own technical strengths and interests. Due diligence, FTO, drafting and prosecution will be included in your regular duties, as well as oppositions and litigation and the strategic development and management of your clients' IP.

### Part Qualified, Telecommunications/Electronics, Yorkshire, £38,000+

Breathe in the fresh air and finish your qualifications in the best possible setting with this opportunity to join a leading firm of patent and trade mark attorneys. The firm is firmly embedded in the industry with a respected Electronics department equipped with unparalleled knowledge and experience in the field. They have offices across the UK and also enjoy international success with a number of overseas locations. There has been a significant investment in integration across the offices and attorneys can benefit from state of the art communication software allowing them to keep in touch and share ideas remotely with their peers. There is an established litigation practice providing you with an extra element in the service you can offer your clients, along with substantial contentious work both in the UK and before the EPO.

### IN-HOUSE PATENT ATTORNEY, South West, £55-£65,000 + Benefits

Join the IP department of this household name and gain responsibility for the portfolio of designs and inventions across the entire business. There will be significant original drafting and prosecution, competitor search and analysis and the management of the IP life cycle from initial conception through to launch. You will be responsible for providing strategic advice and analysis that could impact on the future direction of the company's IP and be required to regularly liaise with the product development and research teams with regards to potential risks to third parties' rights. Applicants are hoped to be finalist level or newly qualified in the UK or Europe and be relatively autonomous in their current role operating with little supervision. The company has a very broad patent portfolio so candidates with a diverse technical background, such as chemistry (with engineering), gen engineering, electronics and physics will be considered.

### Qualified Trade Mark Attorney London, £75-£90,000

A firm with a sophisticated commercial strategy and significant recent growth wish to further strengthen their London practice via the recruitment of a new hire. There is a business orientated structure and a well organised development strategy in place, as well as a hierarchy gap at Associate level indicating that Partnership prospects are likely to be very good. Ideally candidates will have an appetite for business development, love client interaction and networking. A following is not required; however a demonstrable track record of speaking to clients and achieving a positive result is favourable. There is a very healthy portfolio of existing work, but there will also be plenty of room to create your own practice.

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).

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