



Person Specification

This form lists the essential and desirable requirements needed in order to do the job.

Applicants will be shortlisted **solely** on the extent to which they meet these requirements.

Job title: Innovation Contracts Manager

Department/Division: LSE Research and Innovation **Accountable to:** Head of Innovation, with dotted line to Head of the Legal Office

Competency	Criteria	E/D
Education	Appropriate legal qualifications or equivalent experience	E
Experience	Post-Qualified Experience with relevant IP law experience, preferably gained in an in-house environment.	E
	Substantial experience of the commercial exploitation of scientific IP (including patents, licensing agreements, copyright in software, and scientific know-how).	E
	Commercial negotiation and deal making experience, ideally.	E
	Experience in relation to patent litigation and contentious matters (including copyright infringement and cross-border IP and trademark litigation).	D
	Experience of working in a complex environment in industry or higher education with multiple clients, internally and externally and competing time demands.	E
Knowledge	Understanding of specific industry sectors relating to the social sciences.	D
	Knowledge of current IP, copyright and patent law (in the UK and internationally).	E
	An understanding of the academic environment, particularly university funding and technology commercialisation, preferably gained through experience of working within HEI or industry.	E
	An understanding of research and product innovation and technology commercialisation processes, cultures and environments.	E
Skills & Abilities	Excellent legal drafting, advising and negotiating skills gained in	E



	a commercial or higher education environment.	
	Collaborative approach, with strong listening and communication skills, and ability to establish rapport and credibility by building and maintaining excellent working relationships, both internally and externally, with commercial colleagues, counterparties, senior academics, industry clients and partners.	E
	Strong delivery focus in a complex organisation, balancing systematic planning, attention to detail and influencing to contribute to delivering opportunities from ideas to signed deals in a time-pressured environment.	E
	Motivated, proactive and able to use their initiative to achieve successful outcomes.	E
	Strategic and strongly analytical mind-set, capable of identifying competitive advantage and converting this into commercial success.	E
	Sound commercial awareness, with a solutions-orientated approach to providing effective commercial advice and recommendations.	E
	Self-directed; able to work with minimum supervision and manage a number of complex projects in parallel.	E
	Ability to add value by encouraging learning and best practice throughout the School teams.	D

E – Essential: requirements without which the job could not be done.

D – Desirable: requirements that would enable the candidate to perform the job well.