

SKILLS FRAMEWORK FOR INTELLECTUAL PROPERTY SKILLS MAP – SENIOR IP CONSULTANT/SENIOR IP COMMERCIALISATION MANAGER/ IP CONSULTANT/IP COMMERCIALISATION MANAGER		
Sector	Intellectual Property	
Track	IP Strategy	
Sub-track	IP Commercialisation	
Occupation	IP Technology Advisor	
Job Role	SENIOR IP CONSULTANT/SENIOR IP COMMERCIALISATION MANAGER/IP CONSULTANT/IP COMMERCIALISATION MANAGER	
Job Role Description	<p>The Senior Intellectual Property Consultant/Senior Intellectual Property Commercialisation Manager/Intellectual Property Consultant/Intellectual Property Commercialisation Manager facilitates the technology transfer, development and commercialisation of assigned technologies activities. He/She provides guidance regarding relevant technology transfer issues, including developing and interpreting policies and represents the organisation's interest in intellectual property (IP) and technology transfer to external organisations. He establishes new commercialisation agreements and business development relationships with key internal and external stakeholders.</p> <p>He has sound knowledge and insight into IP rights, licensing, legislation, and practical and commercial implications of legal issues concerning technology transfer and business development. He plays a key role in identifying potential partners and sources of funding and shaping the business model to facilitate technology transfer.</p> <p>He possesses excellent interpersonal and organisational skills, and the ability to engage with individuals from technical, legal and research backgrounds. He also possesses a strong business acumen, with proven leadership in technology transfer activities. He builds and manages relationships with key stakeholders or networks.</p>	
Critical Work Functions and Key Tasks	Critical Work Functions	Key Tasks
	Manage intellectual property (IP) commercialisation strategies, processes and procedures	Develop commercialisation policies, guidelines and plans for the introduction of commercialisation requirements and pathways for new IP and technologies
		Oversee the preparation of reports on the Return on Investment (ROI) of IP portfolios
		Oversee the creation, protection and assignment of IP legal rights
		Evaluate the effectiveness of patent monetisation, IP licensing and investment programmes
		Evaluate IP intelligence and landscape to determine market potential for new IP for technologies and/or inventions
		Evaluate IP commercialisation opportunities for new technologies and/or inventions
		Assess the viability and patentability of technologies and/or inventions
		Provide inputs on commercialisation requirements and pathways for new IP for technologies and/or inventions
	Review and evaluate IP-related valuations to facilitate decision making on commercialisation opportunities	
	Manage business development activities	Evaluate strategies to leverage relationships and network for business opportunities and partnerships
		Engage inventors and business development team to identify commercialisation opportunities
		Facilitate the development of collaborative relationships with industry to develop research partnerships
		Lead negotiations of commercialisation agreements, IP contracts and agreements
Review IP market trends and intelligence		
Oversee the preparation and conduct of market research for negotiations		

	Manage people and organisational functions	Manage continuous professional development activities
		Provide on-the job training and coaching for staff
		Develop frameworks and processes to facilitate continuous improvement and innovation initiatives
		Set individual objectives and review and assess performance of staff
		Manage budget and resource allocation for the function's activities
		Provide inputs for manpower allocation based on department needs
		Develop workplans and targets in line with the organisation's strategies and business functions
	Manage projects and stakeholders	Oversee the development of project and resource allocation plans
		Execute profit and loss balancing to maximise revenue while achieving intended outcomes
		Conduct cost-benefit analysis of proposed projects
		Propose re-allocation of resources to meet project requirements
		Develop project risk management procedures and workflows in accordance with the organisation's project risk policies and mitigation strategies

Skills and Competencies	Technical Skills and Competencies		Generic Skills and Competencies (Top 5)	
	Budgeting	Level 4	Interpersonal Skills	Advanced
	Business Data Analysis	Level 4	Communication	Advanced
	Business Environment Analysis	Level 5	Problem Solving	Intermediate
	Business Negotiation	Level 5	Sense Making	Intermediate
	Business Opportunities Development	Level 4	Decision Making	Intermediate
	Business Presentation Delivery	Level 5		
	Business Risk Management	Level 5		
	Change Management	Level 5		
	Contracts and Agreements	Level 5		
	Data Visualisation	Level 5		
	Innovation Management	Level 5		
	Intellectual Property Audit and Due Diligence	Level 5		
	Intellectual Property Commercialisation and Exploitation	Level 5		
Intellectual Property Intelligence	Level 5			
Intellectual Property Licensing	Level 5			

	Intellectual Property Monetisation	Level 5	
	Intellectual Property in Research and Development	Level 5	
	Learning and Development	Level 5	
	Manpower Forecasting	Level 4	
	Market Entry Strategy Formulation	Level 4	
	Market Research	Level 4	
	Networking	Level 5	
	Organisational Strategy and Policy Realisation	Level 5	
	People Change Management	Level 5	
	People and Performance Management	Level 5	
	Project Management	Level 5	
	Project Risk Management	Level 4	
	Technology Assessment	Level 5	
	Technology Incubation	Level 5	
	Technology Transfer	Level 5	
Programme Listing	For a list of Training Programmes available for the Intellectual Property sector, please visit: www.skillsfuture.sg/skills-framework/intellectual-property		

The information contained in this document serves as a guide.