



# Global Intellectual Strategies®

## **Position Description** **Senior Patent Analyst**

GIS is looking for an Senior Patent Analyst with demonstrated client management skills who will be responsible for developing and fostering solid relationships with new and existing clients; managing all aspects of the client interface including technical support and new business development and providing direction and supervision to the team supporting your clients.

Reporting to the Director of Patent Services, this posting is for a full-time position.

Your primary responsibilities will be to:

- Develop an understanding of each client's patent portfolio and licensing strategies.
- Manage client accounts including writing, negotiating and winning proposals.
- Identify, qualify and pursue new business opportunities.
- Assume project and technical leader responsibility on specific projects.
- Establish project plans, monitor projects execution and manage communications to and from clients.
- Develop methodologies, test and analysis plans required to successfully deliver services to the clients.
- Provide direction and supervision to the team supporting your clients.
- Stay current regarding technology and innovation in order to foresee and identify new business opportunities.

### Qualifications:

- B.Sc. or higher in Electrical or Computer Engineering.
- Registered Patent Agent (preferred) or equivalent experience (5+ years).
- 7+ years relevant industry experience.
- 3+ years experience in managing client projects.
- Preferably with experience in the microelectronics industry and an understanding of the licensing practices within that industry.

### Required Skills:

- Excellent interpersonal skills.
- Strong negotiating skills.
- Strong English language communication and technical writing skills.
- Must possess strong Microsoft Office skills.
- Must be a team player, self-motivated and able to work under minimal supervision.
- Must be able to manage multiple tasks and re-prioritize them as required.
- Must be willing to travel.

Please submit resume to: [ebrayton@gistrategies.com](mailto:ebrayton@gistrategies.com)

