



TECHNOLOGY TRANSFER OFFICER

TECHNOLOGY TRANSFER COUNSEL

Technology Transfer Officers (TTOs) plan and manage the exploitation of an organisation's intangible creations portfolio in close collaboration with researchers. Their main task consists of ensuring the transfer of the inventions created by private and public research centres for the purposes of commercial exploitation.

MAIN ACTIVITIES

- ▶ Evaluation of the results of research projects (patentability and utility of the invention, commercial or social interest) and elaboration of an intellectual property strategy.
- ▶ Mentoring of research projects (e.g.: technical or scientific analysis of the invention, search for potential partners to transfer research results).
- ▶ Negotiation of research, collaboration and licensing contracts.

EDUCATIONAL BACKGROUND AND ACCESS TO THE PROFESSION

Holding a master's degree or equivalent in engineering or science is recommended to access this profession. In general, scientific skills in the working field of the research organisation is required. Knowledge in the area of research and intellectual property as well as a PhD are an asset.

In Luxembourg, there is no specialised training for TTOs. Training courses and certification programmes, which could be a valuable asset, are offered by some foreign

universities or private organisations. Those who are interested may also aim to obtain a certification through the "European Knowledge Transfer Society" (EuKTS) or the "Alliance of Technology Transfer Professionals" (ATTP).

For more information, feel free to consult our website at the following address:

www.ipil.lu/metiers-PI/useful-links/.

KEY COMPETENCES AND PERSONAL SKILLS

- ▶ Ability to identify inventions which are likely to offer commercial opportunities.
- ▶ Communication skills and ability to negotiate.
- ▶ Ability to work in a multidisciplinary team and an open mind.
- ▶ Capability to take decisions and responsiveness.



INTELLECTUAL PROPERTY JOBS

PATENTS, TRADEMARKS, DESIGNS, COYPRIGHT

MAIN POTENTIAL EMPLOYERS

Private sector: Industrial companies with a research centre (e.g.: "research and development" department), research organisations, research laboratories.

Public sector: University research centres, public research centres.

In Luxembourg, there is a limited number of positions available in university and public research centres.

PERSPECTIVES AND CAREER DEVELOPMENT

In general, before becoming a TTO it is common to gain some experience in the relevant area of specialisation.

In the absence of a structured career, professional development largely depends on the initiative and the mobility of the individual.



// THE TECHNOLOGY TRANSFER PROFESSIONAL ANALYSES AND EVALUATES THE TECHNICAL AND COMMERCIAL ASPECTS OF INVENTIONS, TAKES THE NECESSARY STEPS TO PROTECT THEM, SUPPORTS TECHNOLOGICAL DEVELOPMENT, IDENTIFIES POTENTIAL LICENSEES AND CARRIES OUT NEGOTIATIONS FOR THE TRANSFER OF THE MOST PROMISING TECHNOLOGIES. //

Sigmar Lampe,
Counsel IP and Licensing

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