

“Develop and protect the technology that no one else can...”

Bio-economy Career Profile

Position: Director of Intellectual Property and Technology Licensing

Name: Harm Deckers

Company: SemBioSys Genetics Inc.

Salary Range: \$80,000 and up per year
(Depending on experience)

What I do:

We are a biotechnology company focusing on cardiovascular and metabolic diseases, and most of what we develop has intellectual-property rights. As such, it is important to ensure the company protects its intellectual property and proceeds with its business plan while taking the intellectual-property rights into consideration. It's my job to make sure that all occurs in a coordinated manner.

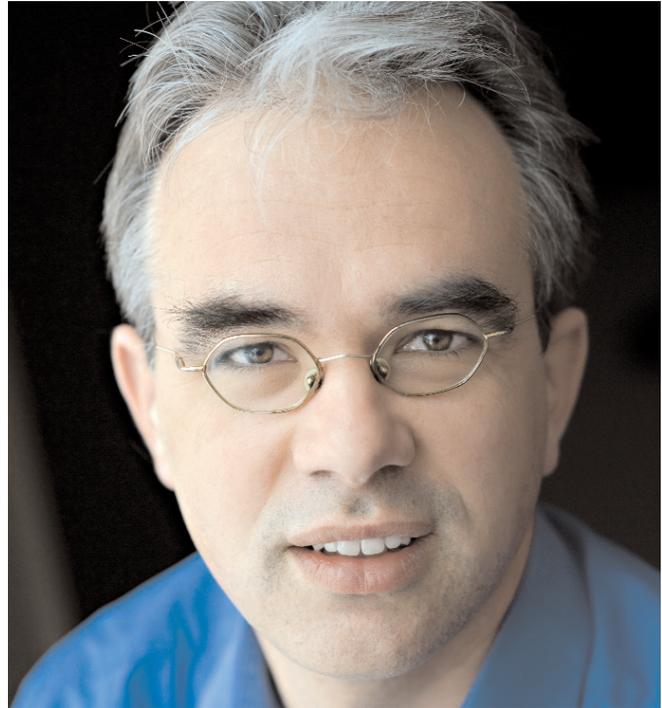
On an average day, I may draft patent applications or a license agreement, negotiate a license agreement, or submit application arguments to patent offices around the world, which explain why we believe certain rights should be granted to us by a particular patent office. The most important thing I do as part of the senior management team is to advise senior management in intellectual property legal matters.

I travel about once every month; I usually travel in North America and maybe once or twice a year to Europe or Asia.

What education and skills do candidates need for this position?

At a minimum, you need a master's degree. Some patent agents have formal legal training and law degrees or are a registered patent agent, which qualifies them to act before the Canadian or U.S. Patent Office.

In my job, it's important to have a technical background and an advanced degree in the area in which the company



operates: life sciences and biotechnology. It is impossible to do the job without understanding the technology. Communication skills are also very important. I communicate with the research scientists in the company and with business people.

Attention to detail is also a very important trait. People in my work tend to enjoy doing written communications and are good with words.

What are the best parts of your job?

I think the intellectual stimulation, flexibility, and freedoms are the best things about my job. Something else that people who don't work in the biotechnology or pharmaceutical field find amazing is how incredibly long the development timelines are for product development. The usual question they ask is, "How can you run a business for 10 or 15 years and never see a profit?" Part of the answer is that you try to obtain intellectual-property rights; you develop the technology that no one else can, and when you get to the market, you're the only one participating in that particular space.