



At **CALYSTA** we are all team players, we deliver quality, and we strive for a well-being of our people. We listen to your needs and ensure a good work-life balance. Our people are passionate and have fun at work, we stand as one behind the **CALYSTA** vision and we are all very proud of what we achieve together. Our people are our ambassadors!

#### **JUNIOR IP STRATEGY & BUSINESS DEVELOPMENT MANAGER**

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**We are looking for a JUNIOR IP STRATEGY & BUSINESS DEVELOPMENT MANAGER with a MASTER in Commercial / Business Engineering or Law, to strengthen the Calysta management team**

#### **OUR JOB OFFER:**

You will work closely with the management and all collaborators in the organization to take care of the **CALYSTA** clients with respect to all related IP matters. You assist the co-founders in overseeing the daily operation of our Business, with a mixed responsibility in financial reporting, business development and projects management.

You work closely with all attorneys and assistants to take care of the business development, and you also participate in streamlining the implementation of our processes, and in training and developing colleagues. You provide advice to clients on intellectual property business matters (IP strategy, IP contracts negotiations, IP-related taxes, and IP Valuation) and you develop new clients and prospects. You also provide support in preparing, creating, and maintaining documents that are relevant to perform all the IP activities

But also:

- ▲ Providing advice to our clients on intellectual property business matters
- ▲ Managing teams, business units and/or parts of our practice
- ▲ Managing clients and people
- ▲ Developing and contributing to Knowledge management and service offering
- ▲ Participating in internal and external meetings, conferences and events and act as public speaker
- ▲ Training and developing colleagues
- ▲ Developing new clients and prospects
- ▲ Identify and work on acquisition of new clients
- ▲ Providing support in Finance, Accounting & Controlling, collaborating to the budget, and forecasting exercise, assisting, building and analyzing business development activities.
- ▲ Work accordingly to **CALYSTA's** guidelines and principles
- ▲ Sustain and participate to development of CALYSTA's visibility on the market

### YOUR PROFILE:

Excellent command of French OR Dutch written and oral and an Excellent command of English.

Master's degree in Commercial / Business Engineering / Law  
Recognized Technology Transfer Professional (RTTP) is a big plus

### WHY CALYSTA:

**CALYSTA** strives to grow and empower its people. An overflow of entrepreneurship, motivation and commitment of our people perspires in our team which transforms into a high-level quality of our work that we deliver to our clients.

**CALYSTA** owes its success thanks to its people and we want to make our people proud to make part of this team who work hard every day to deliver high-level quality for its clients.

You will love to work at **CALYSTA**. You will experience a wonderful time in our fast-growing IP firm where you can develop all your talents and grow into an experienced IP Strategy manager.

**CALYSTA** will offer every opportunity to let its people grow with the company. Do you want to work in a modern, young, smart, and fast-growing company?

Join our experienced and fulfilled team. The company grows and you grow with it!

### WHAT WE BRING TO YOU:

A challenging position with a lot of variety in a fast-growing organization. An opportunity to develop a wide of personal skills as a starter in an open-minded environment which is willing to listen to your ideas and approach.

### WHAT YOU BRING TO US:

- ⚠ You are interested in **broadening your IP knowledge** towards other **IP related matters?**
- ⚠ You are willing to be **client orientated** with a **commercial attitude**, not afraid of working **out of your comfort zone?**
- ⚠ You are **business-oriented** willing to invest time in analyzing **in-depth client's**
- ⚠ You want to **work in a new style IP-firm with an entrepreneurial atmosphere**

### YOU CAN COUNT ON:

A full-time consultancy contract for an indefinite period. A good work – life balance with flexible working hours. An attractive salary package. Working from home and in Diegem (near the railway station).

Send your candidature to Mrs. Kaaouas Hauda : [Hauda.kaaouas@calysta.eu](mailto:Hauda.kaaouas@calysta.eu)