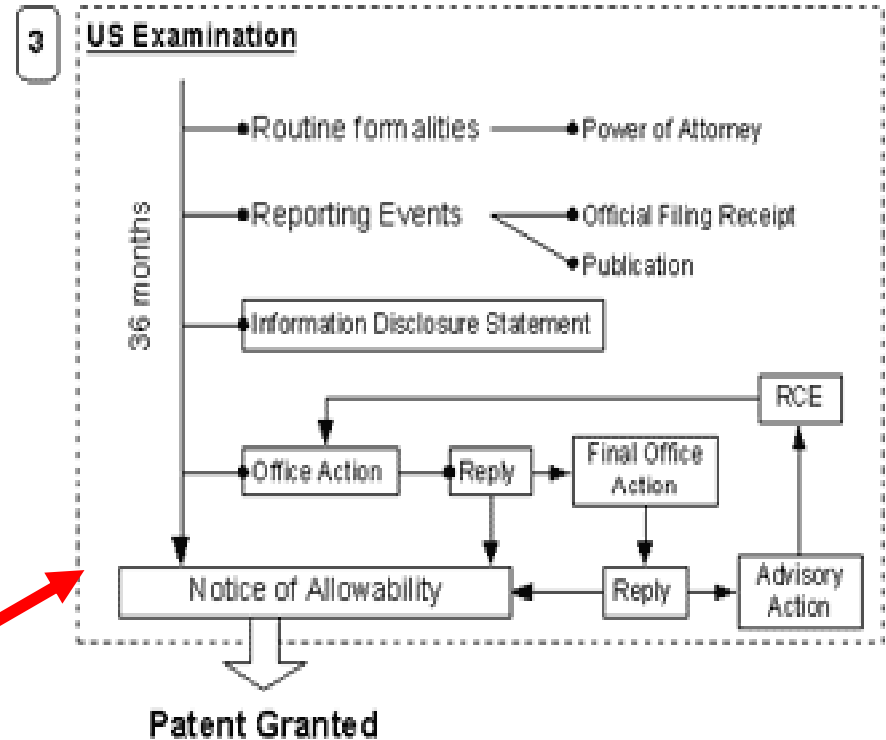
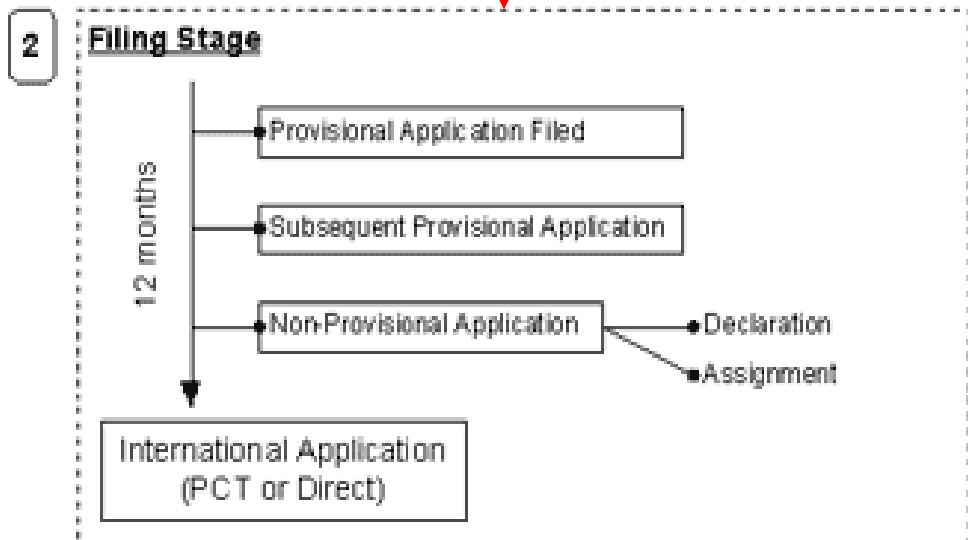
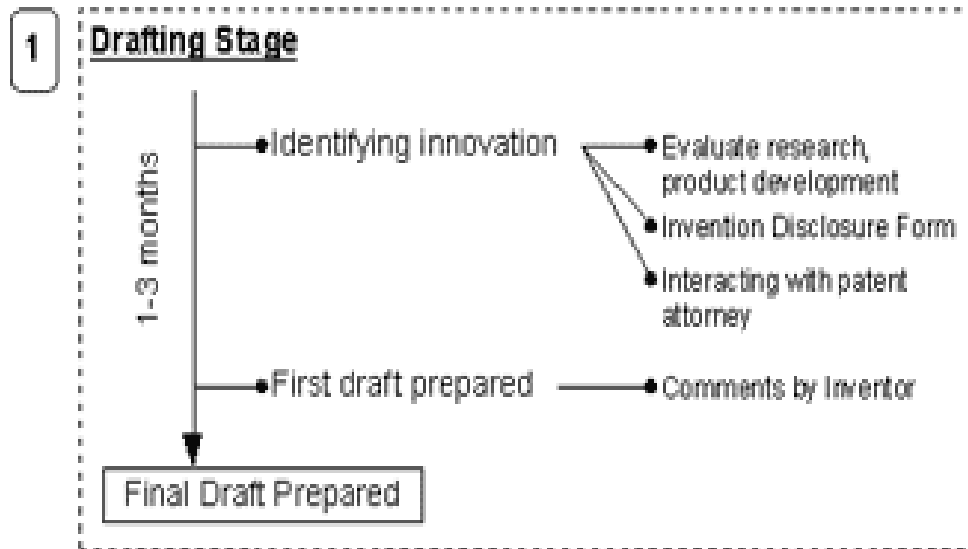


The Path to a Job in Patent Law



Romit Majumdar

Patent Law Firms: Where do Scientists Fit In?



1. Not your own research
2. Emphasis on “bigger picture”
3. Multiple projects

Where do Scientists Fit In?

*

Paid for by the law firm

Technical Specialist
(aka, Technology Specialist/ Scientific Advisor)

6 months- 1 year

On-the-job training

USPTO Bar Exam

Registered Patent Agent

4 years

Part-time Law School

3rd Year Associate

5 years

PARTNER

**In-house Patent
Lawyer in
Pharmaceutical
Company**

Graduate Student, AECOM, 1999-2005



Post-Doc, Harvard Med School, 2005-2006



Post-Doc, AECOM, 2006-2008

Career Seminars



**Identification of
Patent Law as
Career Option**



**Volunteer work in
The Technology
Transfer Office**

Why Patent Law?

- Opportunity to apply scientific expertise to real-world situations
- Direct involvement with science
- Involvement with cutting-edge research
 - opportunity to work on cutting-edge *science* before it's published in *Science*
- Involvement with multiple projects
- **Emphasis on communication and writing**
- Less competition from “non-Ph.D.s” compared to other careers

Pay *is way BETTER!!!!*

Salaries.....

Technical Specialists/ Scientific Advisors	\$85-95K
Patent Agents	\$105-115K
First-year Associate Attorneys	\$135-160K
Third/Fourth-year Associate Attorneys	\$175-200K

So, How do you Find out about the Field?

- Get preliminary information about patent law from the net
- **Get real-world experience, if possible**
- Look up law firms practicing patent law and go through their web sites
- Many law firms have excellent websites containing Information about patent law fundamentals –
 - Wolf, Greenfield, Sacks*
 - Sterne Kessler Goldstein Fox (SKGF)*
- **Identify people in each law firm, email them and set up appointments to speak to them**

The Pre-Application Process

(A) Identify Law Firms Practicing Patent Law

- General Practice Law Firms
- Specialized “Boutique” Law Firms

Baker Botts, NYC

Darby & Darby, NYC

Jones Day, NYC

Kenyon & Kenyon, NYC

Morgan Finnegan, NYC

Ropes & Gray, NYC

Fish & Richardson, NYC

Lahive & Cockfield, Boston, MA

Foley Hoag, Boston, MA

Wolf Greenfield Sacks, Boston, MA

Clark & Elbing, Boston, MA

Lowrie Lando Anastasi, Boston, MA

Hamilton Brook, Boston, MA

Sterne Kessler, Washington, DC

Wilmer Hale, Washington, DC

Finnegan Henderson, Washington, DC

(B) Prepare Your Resume

- **Not more than One Page long**
- **Profile Summary**
- **Professional Experience**
 - chronological order starting with most recent
- **Education**
 - chronological order starting with most recent
- **Awards and Accomplishments**
 - list extracurricular activities
 - language proficiency
- **Publications**
 - Smith, J. et al, (2008), Nucleic Acids Research, 1986-95.
- **Research Expertise**
 - highlight expertise without going into details
- **References: On request**

(C) Prepare Writing Sample

- **Not published papers (unless you are the only author)**
- **Not fellowship/ grant applications**
- **Scientific article (published or unpublished) written by you alone**
- **Preferably review article on a current hot topic (RNAi ???)**
- **Not longer than 4-5 pages**

(D) Gather Transcripts from Undergrad and Grad School

- **If you are not from the US, get your transcripts evaluated by an accredited agency**
 - **World Education Service (WES) in New York**

- **Most firms do not require sealed transcripts, scanned versions are fine**

(E) Prepare Cover Letter

- **Not longer than 1 page (3 paragraphs), preferably half a page**
- **1st paragraph: State your interest in the position and Why are you interested in the firm**
- **2nd paragraph: What skill sets you can bring to the table What makes you a strong candidate for the position**
- **3rd paragraph: Reiterate your interest in the firm Provide contact information**
- **Cover letter should not be a repeat of your resume**

(F) List of References

- Talk to former Professors/ Mentors/ Supervisors
- Keep a list of references ready on the day of the interview
- Most Law firms require 3-4 references

Applying to Firms

- **Timing is crucial**
- **Send in applications to at least 20-25 law firms**
- **Apply irrespective of whether the firm has advertised for a position or not**
- **Address cover letter to the hiring partner**
- **Send in all application materials via email to the recruitment coordinator**
- **Do not let rejections get you down**

The Interview Process

1. All answers should be clear and precise (2-3 min long)
2. Be punctual
3. Be courteous with everyone- interview starts the minute you enter the firm
4. Dress in formal attire

• Initial phone interview

- screening interview
- 30 - 45 min
- 1 or 2 interviewers
- knowledge of law not tested

• Face to Face interview

- 5-6 consecutive interviews
- each ~30 min
- 1 interviewer per interview (partner, associate, tech specialist)
- mostly a test of personality (are you a good "fit"?)
- knowledge of law not tested

Note: Law firms will pay to fly you in and for your stay in a local hotel

Don't Forget the Thank You Notes!!!

Typical Questions Asked in the Interview

1. Tell us something about yourself
2. Why do you want to change over to patent law?
3. Tell us in 2 minutes about your current research
4. Can you work effectively in a group- give us an example
5. Why are you interested in law? Would you be interested in going to law school?
6. Why are you interested in our firm?
7. How would you/ others describe yourself/ you?
8. What are your strengths/ weaknesses?
9. Do you have prior experience in patents? Have you seen a patent?
10. **Do you have any questions for us?**