



Knowledge Transfer Trainee Business Development

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MSc. in Aerospace Engineering (2018)

From Instituto Superior Técnico, Universidade de Lisboa

Starting date of Traineeship: **1st July 2019**

Department: **Industry, Procurement & Knowledge Transfer (IPT)**

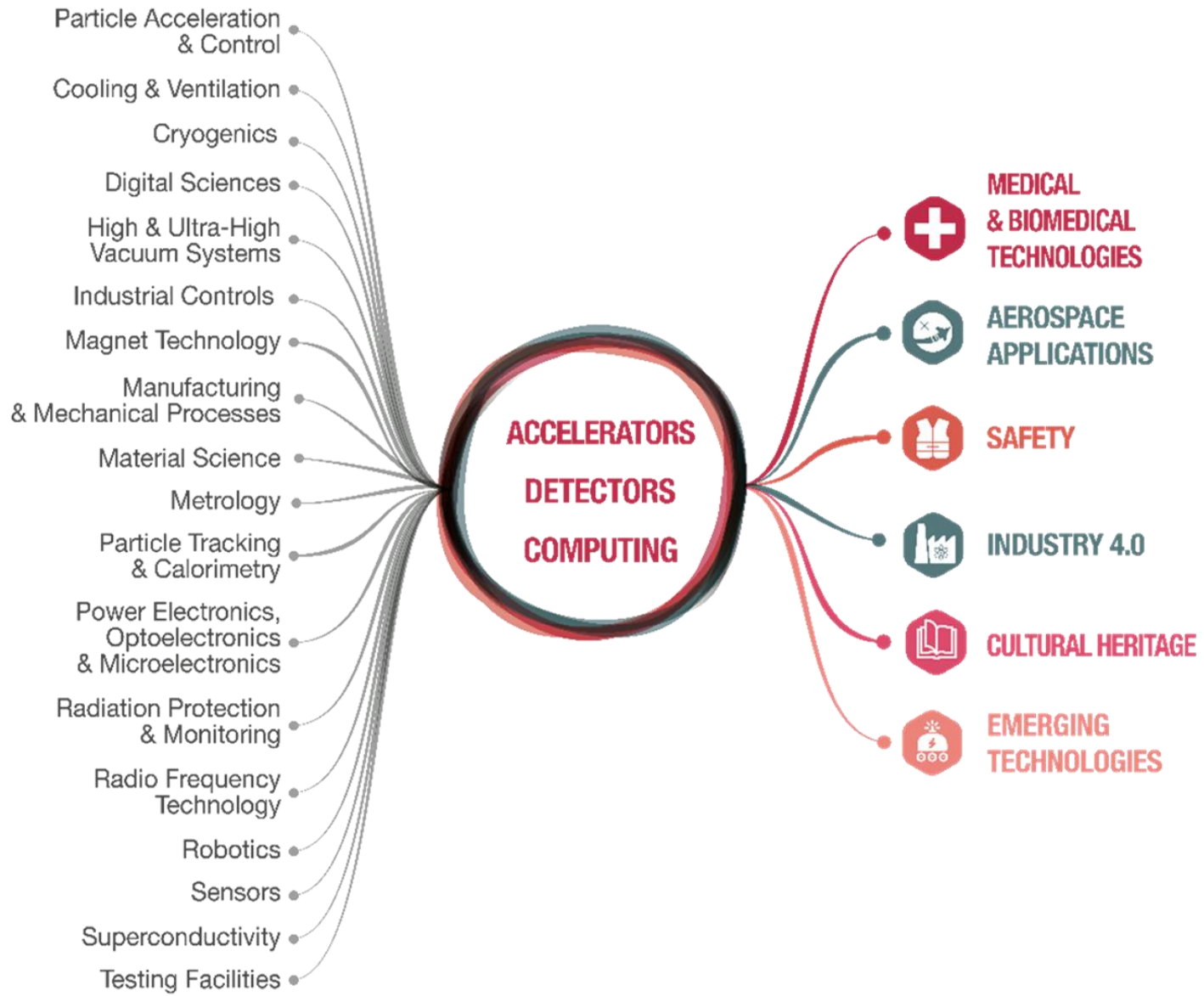
Group: **Knowledge Transfer**

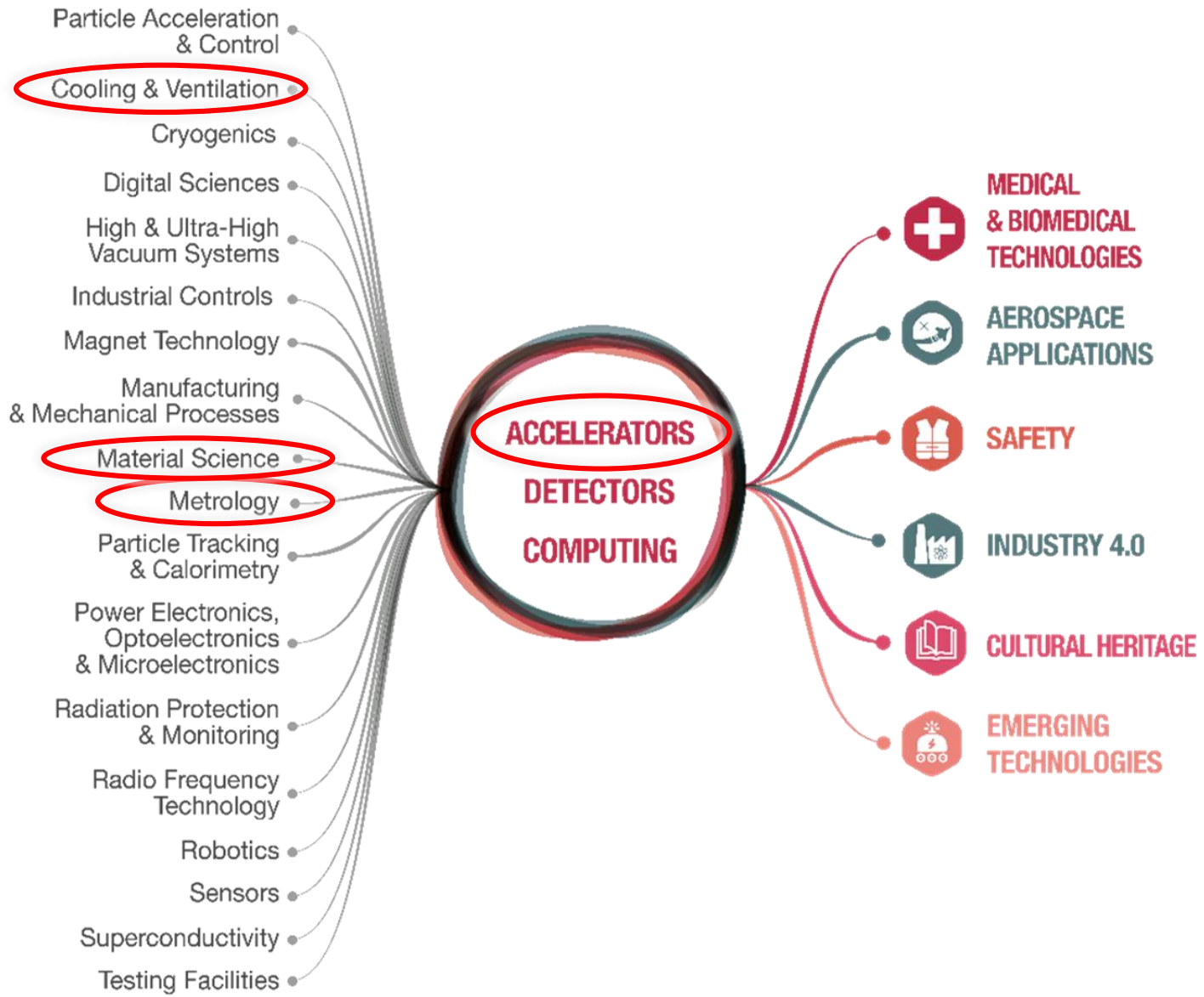
Section: **Business Development**

Supervisor: **Amy Bilton**

Knowledge Transfer Group

- Disseminate the know-how and technologies of High-Energy-Physics outside of the field
- Maximize the global positive impact of CERN on society



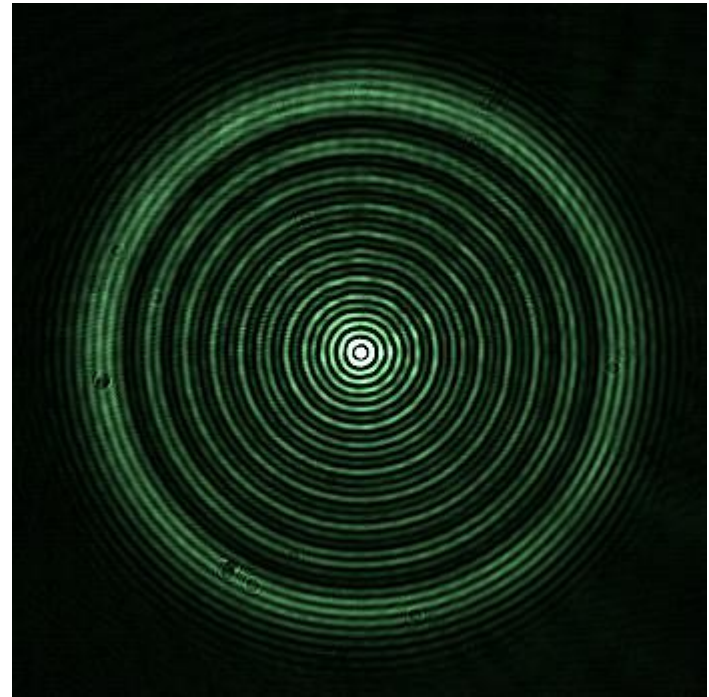


Business Development Traineeship

- Scouting of new transferable technologies
- Assessing and managing IP
- Foster dissemination of CERN technologies
- Establish partnerships with industry and institutes

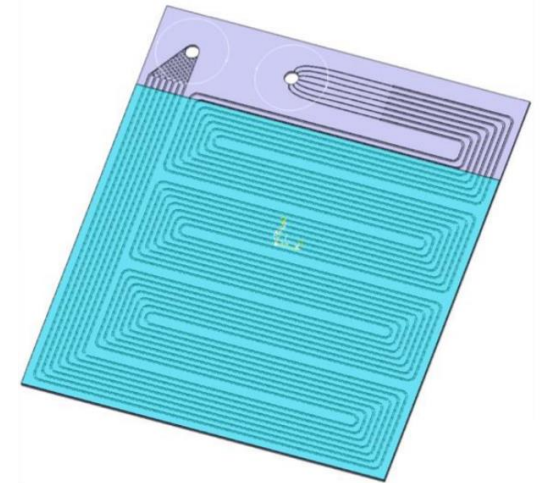
TT case: Structured Laser Beam

- Technology assessment
- Market analysis
- Distribute information to industry
- License agreements are currently being discussed



Other TT cases

- Frequency-scanning interferometry heads
- Micro-channel cooling
- Hydraulic levelling system
- Among others...



Other Work

Business Development Funnel

- Analyze potential industrial partners in order to understand their interests
- Establish communication
- Present them with potential collaborations with CERN

Intellectual Property

- Assessment of technologies to understand if there is interest in filing patents
- Study of the market potential of such technologies and promises of future collaborations

Future Work / Objectives

- Further develop the TT cases, broadening the portfolio and strengthening the communication channels with industry and academia
- Participate in the drafting of the legal frameworks for collaborations (on technical and commercial aspects)
- Promote and help organize the visit of industry partners to CERN (Discovery Days)

Training

- Attended introductions to IP protection, value proposition, venture capital...
- Will attend course “Respecting Privacy in the processing of personal data at CERN” in September
- Will attend ASTP course “Fundamentals of Knowledge Transfer” in November

Personal experience & development

- Warm welcome and introduction to CERN
- Excellent integration in the group/section
- Collaboration with people from many different backgrounds
- Change of field – many things to learn and practice
- Participation on CERN-related activities
- Very good experience overall with a positive impact in my work skills

