



## Conversation with a Certified Licensing Professional

### James Silver, Esq. LLM, CLP

James Silver, Esq. LLM, CLP, is Vice President, Strategic Operations, Assistant General Counsel & Board Secretary with [Systems Oncology](#).

As a member of the executive management team, James advises the CEO and CLO on developing and executing business strategy. This includes structuring and negotiating financings, licenses, acquisitions, partnerships, evaluation of growth opportunities, and other commercial transactions. James

is further responsible for operationalizing Systems Oncology's corporate development activities, including leading teams in legal, operations, investor relations, public relations, human resources, and facilities. James also serves as the Chair of the Corporate Affairs Committee and Board Secretary.

#### ***You earned the CLP credential in the spring of 2021. What motivated your decision to pursue CLP certification?***

Having worked on over 75 in-licensing and out-licensing deals, I've found it valuable to signal expertise in the field to counterparts at the negotiation table or when advising boards of biopharmaceutical companies on mission critical licensing matters. This credential shows the world that you were willing to take the time out of your demanding schedule to become a Certified Licensing Professional, underscoring your skills and expertise and qualifying you as a key opinion leader and credible voice on licensing topics.

#### ***What is your advice for other individuals who are considering pursuing specialty certification, specifically CLP certification?***

In an increasingly competitive job market, when hiring managers have limited resources and even more limited time to triage candidates, a credential highlights a commitment to domain expertise and enthusiasm toward and knowledge in a field – all of which helps a candidate stand out from their peers. Internally, when deal teams are being staffed, project leaders look for colleagues who have the skills to hit the ground running. Few skills outshine a formal credential when assessing perceived knowledge in a field.

If you are serious about pursuing a career as a C-suite leader or advisor to a C-suite leader in industries that are patent-heavy such as pharmaceuticals, biotechnology, medical devices, or other inventive fields, it is critical to have a strong knowledge of licensing, so I would certainly recommend to any such person the CLP credential as a useful mechanism to signal such expertise.

#### ***Please share an example of a work project or situation impacted by your having earned CLP certification.***

Even though I had worked on a considerable amount of licensing matters as a life sciences technology transactions attorney in private practice prior to joining Systems Oncology and earning my CLP certification, not all attorneys have licensing experience, so it was not necessarily intuitive to other leaders in my organization that I could be called upon to advise on licensing matters. Once I received my CLP certification, it was a clear signal to the rest of the organization that I possess expertise in this field. I credit the CLP designation in part for stimulating conversations with my peers to become a part of more deal teams, and in the few months since I earned the credential, I find myself running point for the Company's most important licensing deals.

#### ***How does your employer support the ongoing professional development of its licensing team?***

The Board of Systems Oncology wisely recognizes the value of licensing for revenue generation and validation of platforms and programs and has spent a considerable amount of time and resources employing an elite licensing team comprised of in-house attorneys, business development professionals, corporate development professionals, and top tier outside counsel. Systems Oncology finds great value in the CLP program, and both the CEO and the CLO recommended to me that the Company sponsor my attainment of the CLP designation as a useful credential for a lead negotiator on complex deals.

**“THIS CREDENTIAL SHOWS THE WORLD THAT YOU WERE WILLING TO TAKE THE TIME OUT OF YOUR DEMANDING SCHEDULE TO BECOME A CERTIFIED LICENSING PROFESSIONAL, UNDERSCORING YOUR SKILLS AND EXPERTISE, AND QUALIFYING YOU AS A KEY OPINION LEADER AND CREDIBLE VOICE ON LICENSING TOPICS.”**