

Conversation with a Certified Licensing Professional (CLP) – Anji Miller, M.Sc., Ph.D., CLP, RTP, LifeArc



Anji is a technology transfer professional with more than 18 years' experience of working with early-stage translational research. Anji has extensive experience of IP and contract management, licensing, business development of healthcare technologies, and development of knowledge transfer policies. Anji is at [LifeArc](#), an independent medical charity that is focused on translation. Her current role as Senior Business Manager involves working with academic and charitable establishments to identify, cultivate, fund and commercialise early-stage healthcare technologies, focusing on rare diseases and advance therapies.

As a proponent for professional advancement in technology transfer, Anji developed and leads the LifeArc-AUTM Technology Transfer Training Fellowship programme. This collaborative initiative with AUTM, is designed to train and assist scientists to become technology transfer professionals. An advocate of equality diversity and Inclusion (EDI), Anji cofounded Global Equality, Diversity and Equality in Technology Transfer (GEDITT), an initiative with a mission to raise awareness and promote EDI in the technology transfer sector.

Anji holds an M.Sc. in Human Molecular Genetics and Ph.D in Cancer Genetics from Imperial College, as well as a M.Sc. and Certificate in Intellectual Property Law from Queen Mary, University of London. She is a certified project manager (PRINCE2), Registered Technology Transfer Professional (RTP). She earned the Certified Licensing Professional (CLP) credential in 2014.

Anji is VP of Communities on the ASTP Board, a member of the BioIndustry Association (BIA) Cell & Gene Therapy Advisory Committee and the AUTM Equity, Diversity & Inclusivity Committee.

Anji has a passion for property renovation and interior design, and if not in the technology transfer profession, she thinks she would find herself leading a property renovation company.

You earned the CLP credential in 2014. What stage of your licensing career were you in at that time?

I gained my CLP certification after eight years of practice in the field. After two years into the profession, I designed a thorough professional development plan which involved an analysis of the skills I had and where there were clear skill and knowledge gaps and working to obtain key practical experience alongside study to address these areas. I wanted to ensure my CLP certification was representative of both my experience and knowledge. This approach also helped guide my choice of project cases and practical exposure, in preparation for the certification exam.

What motivated your decision to pursue the CLP credential?

A large part of my role involves advising academic, charitable biotech establishments on the best routes to getting their technologies to impact patients. The ability to understand how to effectively commercialise intellectual property, particularly through licensing, is an essential skill to performing this task. The CLP qualification is the globally recognized, premier credential of the licensing industry and the best way for professionals in the sector to demonstrate their expertise and competency. It confirms that the holder is experienced and knows how to conduct a licensing transaction professionally and efficiently. My motivation for earning the CLP qualification was my desire to ensure my licensing knowledge and experience was at the highest level of proficiency. The technology transfer profession is a mix of science, intellectual property law and business, although there are many technical courses providing specialist training in each, the CLP certification exam is the only specialist qualification that tests the mix of these skills in relation to licensing at such a rigorously high level.

“THE CLP QUALIFICATION IS THE GLOBALLY RECOGNISED PREMIER CREDENTIAL OF THE LICENSING INDUSTRY AND THE BEST WAY FOR PROFESSIONALS IN THE SECTOR TO DEMONSTRATE THEIR EXPERTISE AND COMPETENCY IN THIS AREA.”

How did you prepare for the CLP exam?

After many years of studying and working as a Molecular Biologist, specialising in gene therapy approaches for treating Cancer, I decided to pursue a career out of the lab. As many who have done this know, the biggest hurdle is the mental adjustment. My approach to training and excelling in my new career was to study, gain experience and excel in every aspect of my new profession. This was fueled by my passion and enjoyment of learning. When I started my first licensing role, I had completed a postgraduate degree that involved the management and exploitation of intellectual property and I had completed the foundational patent and trademark exams in the UK. It was natural progression to build on this knowledge base by developing my licensing skills and working my way through the CLP domains. To prepare for the exam, and over a period of several years, I read recommended and additional texts covering the CLP content domains, took professional development courses i.e., LES licensing course, AUTM negotiation and valuation courses, PraxisAuril advanced licensing venture courses, revisited the notes from my IP postgraduate course and drew from my professional experience.

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You have completed the recertification process, required every three years to maintain the credential, three times now. What value do you find in this practice?

It is all too easy to get settled in a role or profession without taking a step back and keeping track of changes in the field or best practice. I am a strong proponent of continuous professional development, and I always advise the fellows in the technology transfer fellowship programme that I lead of its

importance. As a badge of proficiency and knowledge, the need to maintain my CLP designation serves as a welcomed prompt to keep track of changes in licensing practice and participate in professional development activities; in other words, to sharpen my tools.

My company values and encourages employees to excel in the areas relevant to their role and to maintain professional accreditation. LifeArc has supported my efforts to maintain my CLP certification by enabling me to attend conferences and participates in activities that have provided continuing professional development credits for recertification.

What is your advice for other individuals who are considering pursuing specialty certification, like the CLP?

I highly recommend IP professionals go for it, but I would remind them that to pass the exam, a mix of practical knowledge and experience is needed. I would also advise them to give sufficient time to prepare appropriately. As a first step, they will need to understand the key domains from the [candidate handbook](#), as this is an ideal framework for developing a study plan. I would also recommend they speak with CLP certified peers. Although everyone has their own method of study and preparation, the exam tips that they can give will be invaluable.

The CLP certification is the key global licensing standard and badge of professional excellence. From my experience, there is a difference in the performance of practitioners with CLP accreditation. This qualification also provides confidence for any client or employer that they are dealing with a proficient professional. I wish more technology transfer professionals working in the sector recognised the value and importance of this qualification.