

Conversation with a Certified Licensing Professional (CLP) – Melissa Mail, PhD, LLB (Hons), RTP, CLP, University of Sydney



Melissa Mail, PhD, is Commercial Theme Leader at the University of Sydney where she oversees the University's intellectual property assets and commercialization opportunities and provides specialist advice to complex issues in the areas of research commercialization, intellectual property and commercial negotiation. Dr. Mail initially earned the CLP credential in 2019 and is a member of the CLP Exam Development and Maintenance Committee, which is responsible for ongoing exam development efforts. In addition to taking on complex intellectual property issues, Dr. Mail has tackled the Alpe d'Huez, one of the Tour de France's greatest and most iconic alpine climbs.

You initially earned the CLP credential in 2019. In what stage of your career were you in when you earned the designation? What motivated your decision to pursue CLP certification?

I was fortunate to attend a Defense & Aerospace Mission in the USA and engaged with a range of individuals representing business, industry and government. This experience motivated me to pursue the CLP certification to broaden my professional network globally and open opportunities for the University across various markets and particularly the US.

When I commenced working in the academic technology transfer space, I put together a 5-year plan to continue my personal development and reach specific goals. Earning the CLP certification was one of those goals, complementing my skill set as both a patent attorney and lawyer. As my experience and proficiency in licensing and commercialization of intellectual property rapidly grew, I knew that I was getting closer reaching my goal and in the spring of 2019, I successfully earned the CLP certification.

In your experience, what role does professional certification play in the industry?

Professional certification demonstrates a distinctive skill set required for effective professional practice. I have found that holding the CLP credential has also given comfort to prospective partners globally with respect to my knowledge of IP law, valuation and intellectual asset management.

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

Specialty certifications provide individuals with valuable learning opportunities and also assist in the active promotion of the profession. Knowing that the CLP certification was an initiative developed by the Licensing Executives Society (USA and Canada), one of the most highly regarded associations for intellectual property, technology, and business development professionals, I was confident that the certification would uniquely combine practical experience, subject matter knowledge and fundamental business skills.

How did you prepare for the CLP exam?

While I wasn't able to attend one of the courses offered by industry organizations, I sourced the material on the [CLP Reference List](#) and progressed through each domain assessing my skills, identifying gaps in my knowledge and where those gaps existed, I undertook additional reading to fill them.

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