



ELIZABETH McNABB

Elizabeth has a background encompassing business development, technology assessment, attorney management and licensing. She is a successful commercial licensing manager with experience in sourcing, assessing and selecting technologies and negotiating licence agreements. She has a proven track record in acquiring technologies and creating value for those technologies.

Elizabeth has worked in a variety of industries and with a wide range of technologies. She is comfortable working at small business, corporate and government levels. Elizabeth has broad international experience working at a high level with large international corporations, NGO's and governments. The countries she has worked in include UK, EU, Mexico, USA, Middle East, Malaysia, Singapore, South Korea, Japan, New Zealand.

She has an in-depth knowledge of the process of technological development, from concept through protection to commercialisation. This includes an understanding of patents and other IPR, working with inventive sources and attorney management. Her specialist areas of interest include nutraceuticals, devices and environmental technologies.

Elizabeth has more than thirteen years industry experience in business development, deal making and consultancy, six of which were spent with British Technology Group [BTG plc] as one of their licensing executives. During the period with British Technology Group, Elizabeth was responsible for both the in licensing and out licensing of a varied technology portfolio.

Previous roles have included -

- Manager of Business Development and Marketing of a leading international consultancy, with the primary function to bring value to the company via diversification into non-core areas and strategic alliances. Responsible for licence negotiation and contract management.
- Setting up a business intelligence unit to carry out due diligence on market sectors, competitors and potential clients. This information was used to give added value and a competitive edge to contracts quoted.

Elizabeth holds a BSc from Otago University, New Zealand and a Strategic Business qualification from Henley School of Management. Elizabeth is also a Member of the Licensing Executive Society.