PAVEL KOPYLOV

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PROFESSIONAL SUMMARY

IP, innovation and European cooperation professional with 15+ years of experience across intellectual property, innovation, technology commercialisation, EU-funded programmes, institutional partnerships and skills development. I combine hands-on IP advisory and policy work with multi-country programme delivery, stakeholder facilitation and project-based team leadership. My work has connected companies, SMEs, startups, universities, research organisations and European institutions around practical IP, innovation and capacity-building initiatives.

KEY COMPETENCES

- **European cooperation and community building:** built collaborations across Europe among companies, SMEs, startups, universities, research organisations and public actors in education and training, innovation development, technology piloting and vocational excellence.
- **Strategic and legal drafting:** developed organisational IP policies and guidelines, IP strategies for large companies, SMEs and funded projects, and practical IP guidebooks for inventors.
- **Operational team leadership:** coordinated the internal strategic project team, allocating workload, managing project budgets and resources, reporting progress and ensuring delivery of internal objectives.
- **European programme and partnership delivery:** coordinated multiple international initiatives and proposals involving 5-15 partners; contributed to EUR 2.5M+ in secured funding across a cumulative EUR 20M+ project portfolio.
- **IP awareness and stakeholder engagement:** facilitated 100+ workshops, webinars, matchmaking sessions and stakeholder meetings and translated complex legal, technical and business topics into practical guidance.

WORK EXPERIENCE

Strategic Project and Partnership Manager / Business Developer, Education

EIT Manufacturing, **2021-2026**

- Build multi-country consortia and design collaboration structures for initiatives involving 5-15 partners by developing project concepts, partner logic, roles, work packages, implementation pathways and exploitation approaches.
- Lead a three-person internal strategic project team responsible for dissemination, exploitation and communication activities in EU-funded projects (Horizon, Erasmus, EDIH); distribute workload, manage the project budget and resource allocation, report progress to management and ensure achievement of internal objectives.
- Led EIT Manufacturing's delivery of IP-related services to manufacturing SMEs through a European Digital Innovation Hub, linking IP guidance with digitalisation and innovation support.
- Facilitated meetings and established connections with EUIPO and EPO to explore cooperation on IP skills and training for EIT Manufacturing partners and wider EIT initiatives.
- Coordinate partner roles, work packages, deliverables, KPIs, budgets, reporting, dissemination, exploitation and uptake across multi-country projects and proposals; contributed to EUR 2.5M+ in secured competitive funding and a cumulative EUR 20M+ portfolio.

- Facilitated 100+ workshops, webinars, matchmaking sessions and stakeholder dialogues; developed training and capacity-building services through needs analysis, service positioning, partner onboarding and implementation support.

IP and Business Strategy Advisor | *Synergon AB, Sweden*, **2016-2021**

- Advised large companies, SMEs, startups, researchers and innovation projects on IP strategy, patent landscapes, freedom to operate, licensing, collaboration models and commercialisation pathways.
- Developed organisational IP policies, guidelines and strategy documents, translating legal and business requirements into practical governance, decision criteria and working methods.
- Prepared IP strategies and exploitation approaches for funded projects and supported negotiation and drafting of licensing, confidentiality, ownership and collaboration arrangements.
- Produced practical IP guidance, including an IP guide for inventors developed jointly with Göteborgs Uppfinnareförening (GUF), and delivered workshops on IP, innovation and digitalisation.
- Coordinated patent attorneys and other external specialists and presented complex IP issues as clear recommendations for managers, founders, researchers and project partners.

Project Coordinator / Educator | *University of Gothenburg, Sahlgrenska Academy* **2013-2019**

- Coordinated EU-funded research, innovation and education activities involving academic, clinical and external stakeholders in a health and life-science environment.
- Designed and delivered IP, innovation and commercialisation teaching for students, researchers and entrepreneurs, including collaboration with Chalmers School of Entrepreneurship.
- Developed course content, lectures, exercises and assessments and supervised applied work on patents, trademarks, copyright, design rights, licensing, freedom to operate and IP-based value creation.

Innovation Advisor

DAYA Ventures, Sweden, femtech and digital-health accelerator **2023-2026**

- Advise early-stage ventures on IP strategy, ownership, AI and data considerations, commercialisation, funding readiness and partnership models.

In-house Lawyer | *Valanga LLC, Belarus* **2006-2009**

- Worked with commercial contracts, negotiations and legal-risk assessment, providing the legal foundation for later IP and cooperation work.

EDUCATION

MSc Industrial Engineering and Management, Entrepreneurship and Business Design | Chalmers University of Technology, Sweden | 2010-2012

Bachelor of Laws | Belarusian State University | 2001-2006

LANGUAGES

English and Swedish: full professional proficiency | Russian and Ukrainian: native | German and Italian: intermediate