

Mark Nell

Head of European Licensing, Kudelski Group SA



Mark is Head of European Licensing for the Kudelski Group SA. The Kudelski Group, headquartered in Switzerland, is a world leader in digital security and convergent media solutions for the delivery of digital and interactive content. Its technologies are used in a wide range of services and applications requiring access control and rights management to secure the revenue of content owners and service providers for digital television and interactive applications across broadcast, broadband and mobile delivery networks. Kudelski has a broad portfolio of 4000 patents and applications that cover the delivery of content and rights to network Service Providers.

In July 2012, Mark joined Kudelski's Intellectual Property Business Unit to develop the EMEA licensing strategies and programs. Being a successful product company, a key component for Mark is also working with cross functional teams to develop programs that support the overall business.

Since joining Nagra, Mark has worked as a deal lead and has worked with the team to build and execute on global Licensing programs that have delivered significant revenues achieved in an efficient timeframe.

Prior to joining the Kudelski Group, Mark was Senior Licensing Manager at Intellectual Ventures Europe where he was responsible for implementing and executing IV's European litigation strategy. Mark was also a consulting partner for an Intellectual Property commercialization consultancy firm who were contracted by a major Global Private Equity company who acquired from IBM, Philips, Alcatel-Lucent and ETRI.