

Commercial Partnerships Lead, APMA

Job ID
REQ-10078167

6月 08, 2026

Singapore

摘要

Commercial Partnership Lead, APMA
Location : Singapore

#LinkedIn Hybrid

As Commercial Partnerships Lead, APMA, you will play a key role in shaping and advancing strategic commercial partnerships that strengthen the portfolio across the region. You will identify and evaluate high-potential external opportunities, guide partnership governance and due diligence, and help ensure successful execution once partnerships are in place.

This is an exciting opportunity for a commercially minded leader who thrives in complex, cross-functional environments and enjoys working across markets, stakeholders, and external partners to unlock value and drive impact.

About the Role

Major Accountabilities

Commercial Partnership Opportunity Identification and Assessment

- Identify and assess commercial partnership opportunities across countries and geographies
- Support countries in prioritizing the most viable partnership options
- Evaluate strategic and commercial fit based on portfolio and market needs
- Analyze partnership ecosystem strengths, gaps, and constraints
- Provide structured insights to inform regional and country decision forums

- Deal Governance, Due Diligence, and Approval
- Coordinate partnership deal governance and approval processes
- Ensure deal assessments meet internal guidelines and policies
- Support due diligence across commercial, legal, and finance functions
- Prepare clear documentation for governance and approval bodies
- Ensure alignment with MAL policy (Medical Affairs and Legal policy) requirements

- Alliance Management and Partner Performance
- Build and maintain effective relationships with external partners
- Monitor partnership performance against agreed deliverables
- Track financial and profit and loss (P&L) impact of partnership deals
- Ensure compliance with contractual and governance obligations
- Oversee audits and follow up actions related to partnerships

Requirements:

- University degree in Business, Life Sciences, or related field. Advanced business, finance or management qualification e.g. MBA desired
- 8-12 years in commercial partnerships, business development, or licensing
- Experience in pharmaceutical, healthcare, or life sciences environments, understanding of the pharma product lifecycle
- Exposure to regional or multi country commercial operations
- Experience supporting partnership governance and approvals
- Commercial assessment and opportunity prioritization
- Financial and P&L impact awareness
- Understanding of partnership deal structures and governance
- Ability to manage alliance performance and compliance

Why Novartis: Helping people with disease and their families takes more than innovative science. It takes a community of smart, passionate people like you. Collaborating, supporting and inspiring each other. Combining to achieve breakthroughs that change patients' lives. Ready to create a brighter future together? <https://www.novartis.com/about/strategy/people-and-culture>

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

部门

International

Business Unit

Marketing

地点

Singapore

站点

Mapletree Business City (MBC)

Company / Legal Entity

SG90 (FCRS = SG015) Novartis Asia Pacific Pharmaceuticals Pte. Ltd

Functional Area

BD&L & Strategic Planning

Job Type

Full time

Employment Type

Regular

Shift Work

No

```
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components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
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(KalturaPlayer.plugins["transcript"]) { config.plugins["playkit-js-transcript"] = { position: "right", //
Default: bottom;('left', 'right', 'top', 'bottom') to enable transcript. expandMode: "over", // Default:
alongside;('alongside', 'hidden', 'over') expandOnFirstPlay: false, showTime: true, downloadDisabled:
false, printDisabled: false, disable: true }; } if (KalturaPlayer.plugins["preventSeek"]) {
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false, playlistEvents: false, castEvents: false } }; }
```

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kalturaPlayerVideos = []; kalturaPlayerVideos.push(kalturaPlayer); } // Load the Player for other
media. kalturaPlayer.loadMedia({entryId: "1dgfvmafo"}); } catch (e) { console.error(e.message) }
```

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