NOVARTIS

Commercial Partnerships Lead, APMA

Job ID
REQ-10078167
Окт. 26, 2026
Сингапур

Сводка

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.
This role is an Executive Director level.

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 of experience in commercial partnerships
- 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
- Strong understanding of Financial and P&L impact
- Understanding of partnership deal structures and governance
- Ability to manage alliance performance and compliance
- AI fluency with the ability to effectively use AI tools to enhance productivity, improve decision-making, and drive business outcomes

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)

Дивизион
International
Business Unit
Marketing
Место
Сингапур
Сайт
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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