

## Commercial Partnerships Lead, APMA

Job ID  
REQ-10078167

6月 10, 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.

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
- Financial and P&L impact awareness
- Understanding of partnership deal structures and governance

- Ability to manage alliance performance and compliance

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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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false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options:
{}}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu:
false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets:
['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(kPlayer.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 (kPlayer.plugins["preventSeek"]) {
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config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation =
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(kPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = {};
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config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
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false, playlistEvents: false, castEvents: false } }; }
```

```
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kPlayer.setup(config); // Add the player to the global array.
window.kalturaPlayerVideos.push(kalturaPlayer); // Load the Player for other media.
kalturaPlayer.loadMedia({entryId: "1dgfvmafo"}); } catch (e) { console.error(e.message) }
```

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