NOVARTIS

Commercial Partnerships Lead, APMA

Job ID
REQ-10078167
Oct 26, 2026
LOC_SG

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

Role Requirements

Division
DIV_IM
Business Unit
Marketing
Location
LOC_SG
Site
Mapletree Business City (MBC)
Company / Legal Entity
SG90 (FCRS = SG015) Novartis Asia Pacific Pharmaceuticals Pte. Ltd
Functional Area
FCT_BS
Job Type
Full time
Employment Type
Regular
Shift Work
No
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