

Commercial Partnerships Lead, APMA

Job ID

REQ-10078167

Jun 10, 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
- Financial and P&L impact awareness

- Understanding of partnership deal structures and governance
- Ability to manage alliance performance and compliance

Role Requirements

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 \(PDF 30 MB\)](#)

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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