



PR/096867 | Associate Director - Biopharma Partnerships

## Job Information

### Recruiter

JAC Recruitment Singapore

### Job ID

1584307

### Industry

Pharmaceutical

### Job Type

Permanent Full-time

### Location

Singapore

### Salary

Negotiable, based on experience

### Refreshed

April 14th, 2026 08:00

## General Requirements

### Minimum Experience Level

Over 6 years

### Career Level

Mid Career

### Minimum English Level

Native

### Minimum Japanese Level

None

### Minimum Education Level

Associate Degree/Diploma

### Visa Status

No permission to work in Japan required

## Job Description

**Company Overview:** Our client is a national research and industry partnership office that drives public-private R&D collaborations across therapeutics, diagnostics, medtech and digital health. They engage multinational and local biopharma/biotech companies and public research and clinical institutions to accelerate translational research, commercialization and industry development.

**Position:** Associate Director - Biopharma Partnerships

**Role summary:** Second-in-command for the Therapeutics Team. Lead strategy development and manage high-value R&D partnerships with biopharma MNCs, foreign biotech and local biotech companies. Drive industry development plans, account management, program delivery and cross-institutional collaboration to advance therapeutics R&D initiatives.

**Key Responsibilities:**

- Industry & Trend Analysis: Monitor therapeutic area and modality trends (e.g., oncology, cardiovascular/metabolic, immunology, neuroscience; cell & gene, nucleic acid, precision medicine) and translate insights into R&D program and industry development strategies.
- Account Management & Partnership Development: Build trusted relationships with R&D and corporate leaders in biopharma/biotech; identify partnership opportunities; match industry needs with local research/clinical capabilities; facilitate meetings, proposals and partnership agreements; support contracting and funding discussions where required.
- Program Management & Delivery: Oversee execution of collaborative projects, monitor progress, mediate cross-institutional issues, and ensure alignment of expectations and outcomes.
- Stakeholder & Network Development: Cultivate networks with public sector agencies, research institutes, hospitals, tech transfer and industry partners.
- National Initiative Support: Drive or support industry engagement for national R&D initiatives and multi-institutional programs.
- Team Leadership: Lead and mentor a small team (2–3 direct reports); allocate resources, guide project delivery and uphold quality standards.
- Communication & Reporting: Prepare strategic briefings, proposals, progress reports and stakeholder communications.
- Governance & Compliance: Ensure adherence to institutional policies, funding terms and research governance.

**Reporting & Team**

- Reports to the Therapeutics Team Lead / Head of Program.
- Manages a small team (2–3) and collaborates closely with program managers, research offices and external partners.

**Key Requirements:**

- Minimum 6 years' experience in biomedical sciences, clinical research/development, product development, technology commercialization or industry partnerships. Prior industry experience in biopharma/biotech (pre-clinical, BD, strategy or partnerships) advantageous.
- Strong understanding of therapeutics R&D, modalities and translational pathways from discovery to clinical development and manufacturing R&D.
- Proven stakeholder engagement, complex project management and cross-institutional coordination skills.
- Strategic thinker with ability to synthesize technical topics and provide actionable recommendations.
- Demonstrated team leadership and ability to work independently.
- Excellent written and verbal communication; adept at engaging senior industry and research stakeholders.
- Familiarity with national RIE ecosystem and public-private funding mechanisms advantageous.
- Flexible, proactive and able to perform tasks beyond the core role when required.

**Preferred Background:**

- Experience in biopharma MNCs, biotech startups, translational research offices or technology commercialization roles.
- Prior involvement in national or multi-institutional R&D programs and industry engagement initiatives.

**Performance Indicators:**

- Number and quality of industry partnerships initiated and sustained.
- Successful facilitation and delivery of collaborative R&D projects (timeliness, milestones, outcomes).
- Influence on R&D program strategy informed by market and technology insights.
- Stakeholder satisfaction across industry and public sector partners.
- Team performance, development and retention.

**What Will Make You Competitive:**

- Strong scientific and commercial judgement across therapeutic modalities and translational pathways.
- Proven ability to build credibility with senior biopharma R&D and corporate leaders.
- Track record of driving cross-institutional projects to measurable outcomes.
- Comfortable operating at the intersection of science, policy and industry.

**How to Apply:** Apply online or contact me for further information. Only shortlisted candidates will be notified due to application volume; thank you for your understanding.

Adrian Leong JAC Recruitment Pte Ltd EA Personnel: R26160017

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