



PR/096868 | Deputy Director - Industry Partnerships

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1584308

Industry

Pharmaceutical

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

May 26th, 2026 13:00

General Requirements

Minimum Experience Level

Over 10 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 an industry-partnership office that drives public-private R&D and clinical collaborations across biomedical sciences and healthcare. They engage multinational and local biopharma, medtech, diagnostics and digital health companies to accelerate translational research, commercialization and national industry development initiatives.

Position: Deputy Director, Industry Partnerships

Role summary: Second-in-command for the industry partnership office. Oversee two or more functional teams (e.g., BioPharma & Foreign Biotech; Local Biotech; Medtech; Ecosystem Development & Planning). Lead sectoral industry development strategies, company account management, national program engagement and multi-institutional project delivery to grow the national biomedical R&D ecosystem.

Key Responsibilities:

- Strategic Leadership: Lead teams to define and execute sectoral industry development strategies across therapeutics, medtech and biotech domains.
- Company Account Management: Build and sustain senior relationships with R&D and corporate leaders in multinational and local companies; translate industry needs into collaborative R&D opportunities.
- National Program Leadership: Drive industry engagement for national platforms and multi-institutional R&D programs; serve on executive committees and guide strategic directions.
- Proposal & Project Shaping: Lead teams to assess, shape and strengthen research and clinical project proposals for competitive funding, with focus on industry relevance, commercialization potential and governance.
- Ecosystem Development: Identify ecosystem gaps and propose national initiatives (e.g., data, translational infrastructure, capability building) to unlock research and commercial value.
- Stakeholder Network: Develop and maintain networks across public agencies, research institutes, hospitals, tech-transfer offices and industry partners.
- People Leadership: Build, mentor and develop high-performance, cross-disciplinary teams; foster T-shaped skills in scientific, commercial and engagement capabilities.
- Deputize for Director: Represent the office externally and support governance, strategic planning, budgeting, reporting and people matters as second-in-command.

Reporting & Team:

- Senior leadership role reporting to the Director of the industry partnership office.
- Oversees multiple teams and programs with responsibility for team development, resourcing and cross-institutional coordination.

Key Requirements:

- Minimum 10 years' experience in healthcare, biomedical sciences or related fields with exposure to research, clinical trials, product development, technology commercialization, strategy or business development.
- Prior industry experience in pharma, biotech, medtech or diagnostics desirable.
- Strong track record in stakeholder engagement with senior industry and research leaders and in structuring multi-party R&D collaborations.
- Demonstrated leadership in building and developing teams and driving complex programs to delivery.
- Strategic thinker with ability to rapidly assess emerging science/technology and formulate translation and commercialization strategies.
- Excellent communication, negotiation and interpersonal skills; high integrity and sound judgement.
- Comfortable operating in multi-stakeholder environments and managing policy, governance and funding considerations.

Preferred Background:

- Experience in national or multi-institutional R&D programs, translational initiatives or tech-commercialization offices.
- Familiarity with public funding mechanisms and ecosystem development strategies.

Performance Indicators:

- Quality and impact of industry partnerships established and sustained.
- Successful industry engagement and outcomes for national platforms and multi-institutional programs.
- Number and quality of funded collaborative projects influenced or enabled.
- Stakeholder satisfaction and cross-institutional alignment.
- Team performance, retention and capability uplift.

What Will Make You Competitive:

- Proven ability to shape and deliver industry-relevant R&D collaborations at scale.

- Established networks across industry, research and clinical stakeholders.
- Strong blend of scientific literacy, commercial acumen and program leadership.
- Experience deputizing at senior levels and driving cross-organizational initiatives.

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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