



## 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**

April 14th, 2026 08:00

### 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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