

# Business Development Manager

Job ID  
REQ-10020829  
Sep 01, 2024  
Singapore

## Summary

As Business Development Manager you will be responsible to develop the Site in Singapore to create better utilization and cost efficiency of the assets by supporting, acquiring and leading Site enhancement projects within own site and external users.

You will support the strategy implementation of both Productivity and Business Development, ensuring full alignment and most effective prioritization and allocation of resources and transforming the Singapore Site into a modern state of the art facility with optimized asset utilization and cost structure as well as business synergies with new users.

## About the Role

### Key Responsibilities:

- Develop and execute site master plans (landscape, real estate, service scope) and Site Development Road maps for the site to improve sustainability and attract new tenants or platforms on site to improve the utilization rates for assets and space.
- Facilitates creation, overlooks and monitors all annual Site Development Project Activities and facilitates continuous and timely implementation
- Conducts feasibility studies / business case calculations and verifies business benefits of all project proposal towards the overall strategy (Fit for Purpose, in line with long term Strategy, Circular Economy, new technology implementations and digitalization of site services)
- Manages customer accounts in the campus and overlooks service provision according to demand. Ensure customer satisfaction, longevity of collaboration and business revenue for the benefit of Novartis
- Manages service providers to the site and customers and ensure for purpose and cost optimization via effective cost modelling, KPI tracking and analysis.
- Active internal and external stakeholder management; assist Campus Services & Engineering (CSE) Head in relation management with local authorities and partners, development organizations and potential interested parties
- Drives for excellence in operations: promote continuous improvement, share learning / initiatives / best practices across site development regions, establish benchmarks within best industry practices as required
- Closely collaborate with Business Development and Real Estate to create new productivity opportunities for the Campus
- Support the Campus Services & Engineering (CSE) Team on other strategic operational programs of Business Development and Services / within the scope of CSE in the creation, engagement with supplier and governance during the entire time of engagement with partners (Service agreements, Lease

agreements).

### **Role Requirements:**

- Proficient and fluent in English
- University degree in civil engineering, economic development, Finance or real estate management (Dipl. Ing., MSc or BSc). Secondary degree in Finance or MBA is an advantage
- Additional education/requirements: Relevant training on Project Management (eg, PMP Certification) or strong track record in Project management experience
- ≥ 5 years Project Management Experience (experience in a project management role with proven track record to manage complex projects in cross-functional teams)
- Experience in design and / or maintenance of Pharma utilities/facilities/infrastructure facilities
- Good interdisciplinary technical knowledge
- Experience in complex stakeholder management
- Change management experiences
- Extensive knowledge in Financials
- Basic knowledge in Real Estate Facility management

**Why Novartis:** Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

**You'll receive:** You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook. <https://www.novartis.com/careers/benefits-rewards>

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Division

Operations

Business Unit

Innovative Medicines

Location

Singapore

Site

Tuas South Avenue

Company / Legal Entity

SG12 (FCRS = SG012) Novartis Singapore Pharmaceutical Manufacturing Pte Ltd

Functional Area

Technical Operations

Job Type

Full time

Employment Type

Regular

Shift Work

No

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