

Job Title : Alliance Manager/Asst Manager (SCRI)
Department : SCRI – Planning & Strategy
Business Entity : SCRI

Overview

The [Consortium for Clinical Research and Innovation, Singapore](#) (CRIS) brings together five national R&D, clinical translation and service programmes to advance clinical research and innovation for Singapore, and establish important capabilities for a future-ready healthcare system. The Business Entities under CRIS include:

- [Singapore Clinical Research Institute](#) (SCRI)
- [National Health Innovation Centre](#) (NHIC)
- [Advanced Cell Therapy and Research Institute, Singapore](#) (ACTRIS)
- [Precision Health Research, Singapore](#) (PRECISE)
- [Singapore Translational Cancer Consortium](#) (STCC)
- Cardiovascular Disease National Collaborative Enterprise (CADENCE)

Together, CRIS makes a positive difference to Singapore patients and researchers by ensuring that these clinical research platforms and programmes are at the cutting edge of capability development and innovation. If you are as passionate as we are in clinical trials and research, we want you!

SCRI

The Singapore Clinical Research Institute (SCRI) is the national academic research organisation dedicated to enhancing the standards of clinical research, and coordinating clinical trials. Our mission is to spearhead and develop core capabilities, infrastructure and scientific leadership for clinical research in Singapore. SCRI also works with the National Medical Research Council (NMRC) to assist the Ministry of Health (MOH) in implementing clinical trials policy and strategic initiatives to support and develop clinical research competencies locally. In driving towards its vision, SCRI collaborates with clinicians to enhance Singapore's clinical research and strengthen its expertise in executing multi-site, multi-national studies and the development of regional clinical research networks.

What you will be working on

The Role:

The Alliance Manager/Assistant Manager will play a critical role in ensuring the company's strategic alliances and engagement with the general public are successful and contribute to the company's growth and success.

You will work with a dynamic team and play an important part in the clinical research ecosystem in Singapore. You will play an important role in the implementation of a new initiative to implement Alliance Management for Clinical Trials in Singapore.

Your main roles and responsibilities include:-

- Assist in establishing client charter, end-to-end customer journey (UX) experience and in operationalising them in the existing workflow
- Able to manage and execute Business-to-Business (B2B) and Business-to-Consumer (B2C) customer service orientated delivery in addressing general enquiries
- Responsible for building and maintaining relationships with partner organisations including managing communication, ensuring that both parties are meeting their obligations and resolving any conflicts
- Carry out the alliance strategy for the initiative, which includes identifying potential partners and evaluating the feasibility of alliances, as well as negotiating and managing partnership agreements
- Assist in establishing and executing marketing strategy for target audience to achieve engagement goal and desired outcomes
- Responsible for driving collaboration between the company and its partners. This includes identifying areas of mutual interest, facilitating joint projects, and ensuring a win-win outcome from the partnership
- Assist in any other responsibilities in Planning & Strategic Initiatives which may include secretariat duties, subject research and analysis, conceptualising frameworks, project tracking and outcome measurement

What we are looking for

- Degree in Life sciences/Healthcare/Pharmacy or related fields. Degree in business, marketing or related fields may be considered should there be prior experience in the health and biomedical sciences research and/or clinical services OR a strong interest in clinical research.
- Min 5 years of experience in alliance management, partnership development, or a related field with proven experience in customer service as well as in negotiating and managing complex partnerships and alliances
- Prior experience in the health and biomedical sciences research and/or clinical services preferred
- Can-do and independent attitude
- Strong analytical, strategic thinking and problem-solving skills
- Excellent communication, negotiation and interpersonal skills
- Familiarity with legal and regulatory requirements related to partnerships and alliances

What you need to know

Successful candidate will be offered a 3-year renewable contract. Please send your application to career@cris.sg with the subject **Application for Alliance Manager / Assistant Manager (SCRI)**. We regret that only shortlisted candidates will be contacted. For more information about CRIS and the Business Entities, visit our websites below:

- CRIS – <https://www.cris.sg>
- SCRI – <https://www.scri.edu.sg>
- NHIC – <https://www.nhic.sg>
- ACTRIS – <https://www.actris.sg>
- PRECISE – <https://www.npm.sg>
- STCC – <https://www.stcc.sg>