**Kanghong Singapore Recruitment**

**About us**

Kanghong is a publicly traded pharmaceutical company based in Sichuan, China. It was founded in 1996 and researches, develops, manufactures, and distributes medicines for ophthalmic, central nervous, digestive, and endocrine systems. The company prides itself on its advanced R&D system and its standardized industrial production bases that adhere to strict international standards.

In terms of sales, Kanghong has showcased formidable capabilities by establishing a nationwide marketing network. Our flagship product, Lumitin® (Conbercept) plays a significant role in the treatment of ocular neovascularization diseases in China. In 2023, the company achieved a revenue of $546 million, reflecting a year-on-year increase of 16.77%.

Regarding R&D, the group has consistently maintained a significant investment in research and development, with an average R&D investment ratio reaching 21.2% of revenue over the past five years. By the end of 2023, the company had secured 302 patents, including 256 invention patents and 27 utility model patents. Our R&D team, comprising over 500 professionals, is focused on developing a diverse product pipeline that spans various therapeutic areas such as ophthalmology, central nervous system and oncology. In the field of gene therapy, our KH631 project, a new generation of nAMD gene therapy, has been approved by the FDA and NMPA for clinical trials and is currently in Phase I clinical trials in both China and the U.S. It can effectively inhibit neovascularization and offer long-term benefits with a single injection. In the field of synthetic biology, our KH617 project, a plant-derived small molecule drug for recurrent glioblastoma, has been approved by the FDA and NMPA for clinical trials. We have successfully achieved the production of this medicinal molecule through bio-synthesis technology. Additionally, projects such as KH607 and KH801 in the development of small and large molecules have entered the clinical trial phase.

In terms of production capability, Kanghong has accumulated rich experience from R&D to commercialization. The company has always adhered to a quality philosophy that emphasizes quality originating from design, control, and innovation. Our production capacity is at the forefront of the industry, with 5 GMP-certified facilities constructed according to strict international standards, covering the production of biologicals, chemical drugs, and traditional Chinese medicine.

As Kanghong continues to grow, it remains committed to improving patient outcomes by developing innovative drugs. Our strategic international layout, rich product pipeline, extensive commercialization experience, and state-of-the-art production facilities establish the groundwork for our continued leadership in the pharmaceutical industry.

1. **BD Director/Senior Manager**

**Key Responsibilities:**

1. Identify and evaluate new business opportunities in the pharmaceutical industry.

2. Build and maintain relationships with key stakeholders including customers, partners and industry leaders.

3. Work with cross-functional teams to advance projects collaboratively.

4. Conduct market research and analysis to understand industry trends and competitive environment.

5. Negotiate contracts and agreements with partners.

6. Engage and develop potential partners in the pharmaceutical industry, for licensing agreements of both innovative new medicine and established generic drugs.

**Required Abilities:**

1. Degree/Master in pharmacy, biology or medical related majors;

2. At least 5 years of business development experience in the pharmaceutical industry;

3. Have experience in successfully completing drug licensing, mergers and acquisitions and other transactions;

4. Understand the regulatory requirements and compliance standards of the pharmaceutical industry;

5. Have an in-depth understanding of licensing transactions and M&A dynamics in the pharmaceutical industry;

6. Excellent communication and interpersonal skills;

7. Strong presentation and public speaking skills.