

Director/Corporate Lead, Real Estate & Infrastructure

ClavystBio is looking for a Real Estate and Infrastructure Lead to form and lead the CVB real estate team to achieve the company's infrastructure-related goals.

About ClavystBio

Clavystbio (CVB) is a company established by Temasek to grow Singapore as a global life sciences hub. The company invests in opportunities in the biotech, medtech, and digital health sectors, as well as in real estate and service platforms, to catalyse and further develop the life sciences translational ecosystem.

The individual is expected to:

1. Work with ClavystBio's CEO, board of directors, and stakeholders, create a strategy for a globally-relevant life sciences innovation district/hub in Singapore
2. Own and cultivate relationships with real estate development partner(s), prospective tenants and public stakeholders to develop an innovation and life sciences hub, including:
 - Working closely with the real estate partner on the overall strategy, positioning and marketing of the hub
 - Structuring and negotiating long term partnership agreements with the real estate partner to ensure alignment of interest and financial sustainability
 - Determining and managing requisite service agreements (e.g. marketing, leasing, facility management) to operate ClavystBio's real estate interests in the hub
 - Determining and curating the right tenant mix for the hub including targeting, marketing and closing lease agreement of tenants for ClavystBio's real estate activities in the hub
3. Oversee the development and execution of strategies and programmes to activate the life sciences community within the hub together with ClavystBio's Community Engagement team
4. Manage ClavystBio's wet labs and office space, including a temporary space within an existing building, new buildings within a science park, and other prospective Clavystbio spaces
 - Work with team and vendors to develop concept and business plan, including mission critical infrastructure of incubator and graduation spaces
 - Oversee build-out
 - Devise and market innovative infrastructure solutions for life sciences companies
 - Manage team that supports tenants with move-in and on an ongoing basis

Day-to-day responsibilities include:

- Managing the CVB infrastructure budget and operations
- Leading the CVB infrastructure team, including at least one associate, and working with ClavystBio's Community Engagement team, to achieve CVB's Infrastructure goals
- Lead the negotiation of various agreements with real estate partner, life sciences tenants, and related vendors (with guidance from CEO)
- Work closely with ClavystBio team, partners, and relevant stakeholders to develop marketing strategy and materials for the hub
- Establish and maintain relationships with life sciences companies to understand and assist with their immediate and future infrastructure needs
- Oversee the development and implement programming to engage life sciences tenants together with the Community Manager
- Liaise with vendors and tenants to ensure timely build-out and smooth running of ClavystBio's space

- Model and monitor the financial impact of ClavystBio's real estate and infrastructure related activities
- Prepare and present papers to the Investment Committee / Board as needed

Candidate profile:

- Bachelor's degree required with at least 10 years of relevant real estate experience; experience within life sciences sector and/or an innovation district strongly preferred
- Experience with managing senior-level partnerships and external relationships independently
- Strong business acumen with understanding of commercial real estate operations and financials
- Appreciation of the role of programming and community/tenant engagement in an innovation district context
- Exceptional interpersonal and communication skills to deal with multiple stakeholders
- Resourceful team player, results-driven and able to work well in a start-up environment with a lean team

How to apply:

- Email cover letter and curriculum vitae addressed to:
 - Seng Huwi (senghuwing@temasek.com.sg)
 - Michelle Evaristo (michelle.evaristo@clavystbio.com)
- Open to receiving expressions of interest until 31 July 2022.

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