

Kabir has nearly thirty years of broad international biopharmaceutical and medical device experience. He has shaped strategy and delivered results in complex, challenging business environments at country, regional, and global levels.

Kabir joined Otsuka in March 2016 to head all commercial operations within our North American pharmaceutical businesses. In March 2018 he was appointed to the board of Otsuka Pharmaceutical Company (“OPC”), with responsibility for North America. In March 2020, Kabir was appointed Senior Managing Director, Global Pharmaceutical Business, OPC, with overall operational leadership for the global pharma business, overseeing the regions of North America, Europe, Japan, and the rest of Asia. Kabir’s responsibilities include brand strategy, sales and marketing, clinical development and business development. He continues to oversee the North American business in parallel.

Before joining Otsuka, Kabir spent 13 years in senior leadership roles at Bristol Myers Squibb (BMS), including Vice President for South East Asia/Taiwan/Hong Kong, President of BMS China and President, Asia Pacific Medicines, overseeing all commercial operations in 13 countries. He subsequently spent several years in roles of increasing responsibility within specialty franchises of BMS (Immunoscience, Virology and Neuroscience), in both Global Commercialization and US operations.

Prior to joining BMS, Kabir spent 11 years at the medical technology company Smith and Nephew in senior operational and strategic roles in the United Kingdom, Europe, and Asia. He has lived and worked in the United Kingdom, France, Spain, India, Singapore, China, and the United States.

Kabir holds an MA from King’s College, University of Cambridge, and an MBA with Distinction from INSEAD.