



Position: Associate Director, Akoya Software

Location: Marlborough, MA or Menlo Park, CA

About Akoya:

Akoya Biosciences, Inc., The Spatial Biology Company™, headquartered in Menlo Park, CA with offices in Marlborough, MA. and Bicester, Oxfordshire (UK) is a well-funded and emerging growth company that is developing powerful imaging tools to enable scientists and clinical researchers gain a better understanding of complex diseases such as cancer and autoimmune disorders. Our CODEX® platform enables the assessment of more than 40 protein markers in a sample and is ideally suited for biomarker discovery. Our Phenoptics™ platform, the industry standard for multiplex IF/IHC provides the assay robustness and throughput necessary for translational and clinical research required in clinical trials. Our partnerships with the academic community and our customers have resulted in a robust pipeline of future products.

Position Summary:

The Associate Director of Product Management, Akoya Software is a customer-focused product manager who will manage commercial activities of Akoya's Tissue Analysis portfolio as well as the Proxima Cloud-Based Image Management system. The candidate will bring a passion for pioneering methods in next-generation tools for quantitative multiplexed imaging analysis, exceptional business acumen and the ability to perform in a rapidly evolving and entrepreneurial environment.

Essential Functions:

- Lead product vision - Own all aspects of the software product roadmap which includes both the desktop versions of our tissue analysis software (InForm, PhenoptReports, PhenoChart), our new cloud-based image management system (Proxima) as well software required for our analysis of our CODEX platform.
- Portfolio integration: Coordinate the integration of our software offerings for both the Phenoptics and CODEX product lines to bring an integrated offering to market. The candidate will manage product requirements for these offerings in coordination with Phenoptics and CODEX assay, software, and hardware development teams.
- Lead product requirement definition – Collect customer feedback and drive voice of customer projects to identify new product features and requirements.
- Lead interaction with development team – Help translate voice of customer requirements to product specifications with development team to ensure prioritized tradeoffs and performance.
- Manage relationships with 3rd party vendors and external collaborators.
- Manage product releases – Work with marketing to develop the go-to-market strategy and tactics to ensure a successful implementation in customer labs.
- Commercial product representative - Work closely with global sales and marketing teams to develop and implement positioning and messaging, pricing & promotion, sales collateral, training materials and other sales enablement programs to achieve revenue targets.



Skills and Background:

- Minimum 7 to 10 years' experience in the life sciences industry with a preferred background in microscopy, immune-oncology, and bioinformatics analysis. Familiarity with product development process and strong technical background.
- Must have minimum 5 years' experience with product development or commercial life sciences.
- Experience with cloud-based software offerings.
- Experience with phased gate product development methodologies and tools
- Ability to manage multiple activities / deliverables and prioritize accordingly.
- Robust analytical skills paired with strong communication and presentation skills.
- Willingness to work collaboratively as part of a broad project team including hardware engineers, software engineering, biologists, chemistry, and commercial representatives.

Education:

- Bachelor's Degree in Biological Sciences or equivalent. Master's Degree or other advanced degree helpful