

Title: Inside Sales Representative
Department: Sales
Location: Marlborough, MA (*preferred*)

About Akoya Biosciences:

As 'The Spatial Biology Company®', Akoya Biosciences' mission is to bring context to the world of biology and human health through the power of spatial phenotyping. The company offers comprehensive single-cell imaging solutions that allow researchers to phenotype cells with spatial context and visualize how they organize and interact to influence disease progression and treatment response. Akoya offers two distinct solutions, the CODEX® and Phenoptics™ platforms, to serve the diverse needs of researchers across discovery, translational and clinical research.

Position Summary:

The Inside Sales Representative is responsible for the daily selling and customer activities within the North American territory. The person in this position will play a critical role in our sales effort with a primary focus on both instrument lead generation and driving reagent sales in focused accounts. Coordination and teamwork with other members of the sales team on strategies and tactics is required. The ideal candidate will effectively prospect for instrument opportunities and drive the sales process for reagents from target identification and lead qualification through to order close. A keen focus delighting our customers through the successful adoption of Akoya's workflows is a must.

Duties & Responsibilities:

- Meeting or exceeding sales targets and product specific goals for all assigned product lines
- Achieving defined metrics associated within the position-lead conversions, opportunity creation and management, etc.
- Prospecting and discover new sales opportunities
- Performing analytics to identify trends and then using this information to seize opportunities
- Maintaining compliance with Salesforce.com standards
- Utilizing consultative sales approach to ensure customer satisfaction and drive cross-selling within territory
- Growing product expertise in order to provide customers with the best solution, based upon their application requirements
- Closely coordinating and collaborating with field-based Sales Representatives, Field Application Scientists and marketing to leverage full solution offering
- Developing a working knowledge of entire Imaging product portfolio, and an understanding of scientific applications involved and end markets.
- Working with in-house Technical Support teams to resolve customer queries
- Perform other duties as assigned.

Skills & Requirements

- Requires a bachelor's degree— advanced degrees are a plus but not a requirement.
- Education and/or sales experience in Pathology, Histology, Immunology preferred
- A love of the competitive fight and hunger to win business by taking business away from competitors.
- Ability to work within a Team Selling Model and engage field-based resources as necessary to advance opportunities

- Aptitude to learn new systems and retain technical information
- General knowledge of CRM systems is preferred. Salesforce.com experience is a plus (but not required – we can teach you!)
- Excellent communication skills and the ability to build relationships by telephone and through email.
- Ability to work effectively in a small organization, while influencing decisions
- Highly effective time management and organizational skills
- Exhibits a high degree of flexibility in adapting to a rapidly changing business environment.
- Ability to travel within the US as needed for required meetings (twice per year) and customer visits (typically once per quarter).

Akoya Biosciences, Inc. proudly affords equal employment opportunity to all qualified persons regardless of race, color, religious creed, national origin, age, military status, sexual orientation, disability, genetic information, gender identity, gender expression or gender unless based upon a bona fide occupational qualification.

Apply at: careers@akoyabio.com