

Title: KOL Engagement Manager

Department: Clinical Market Development

Location: Remote

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: As a member of the clinical market development team, the KOL Engagement Manager will implement Akoya's clinical KOL strategic initiatives and have the opportunity to build and manage new programs for customer involvement. This role is an exciting opportunity to work with a diverse group of customers on the cutting edge of clinical research with Akoya's multiplex immunofluorescence platform.

This role will be a great fit for self-starters who are comfortable taking the initiative and enjoy working with new technology and cutting-edge science. The ideal candidate would have excellent communication and organizational skills with prior experience in project management. Responsiveness and ownership are critical for customer success.

Duties & Responsibilities:

- Work closely with cross-functional teams to manage relationships with our KOL network and key customers
- Organize user group meetings, webinars and other events supporting our customer engagement strategy
- Develop effective communication strategies to engage our clinical customer base
- Establish an evaluation and metrics strategy to measure program impact
- Develop, conduct and analyze market surveys in support of our customer engagement strategy
- Partner with marketing to ensure consistency with corporate strategic plan objectives
- Aggregate product needs and requirements from customers, sales and support
- Conduct market analysis to assist sales and support
- Attend scientific conferences and webinars to capture new lines of inquiry that could seed market development activities

Skills & Requirements

- Familiar with immunohistochemistry and immunofluorescence
- Strong experience using Sharepoint and PowerBI is preferred
- Proven ability to manage projects
- Demonstrated excellent customer relations skills
- Problem-solving ability
- Excellent communication skills
- Ability to manage multiple priorities

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