

Title: Manager, Business Development, Asia Pacific
Dept: Sales - Asia Pacific Region
Location: Field-Based

About Akoya Biosciences, Inc.

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.

Job Description

Akoya is seeking an experienced manager, Business Development, to join our Asia Pacific team. Akoya has developed a robust and high growth business momentum in Asia, focusing on the spatial biology and tissue imaging markets. Akoya customer base includes academic institutes, university laboratories, third party testing companies, hospitals, pharmaceuticals, and biotech services companies.

Essential Duties and Responsibilities

- Develop a detailed knowledge of all Asia Pacific key customer accounts, identify customer applications that are scalable, work with marketing team to build promotional programs and application notes.
- Foster customer publications and successes. Take ownership of customer collaborations.
- Foster market demand and pipeline for large-scale sales opportunities.
- Build detailed reagent run rate models. Identify growth bottlenecks and develop strategies to grow run rate business.
- Collaborate with direct sales team, to manage high throughput accounts, build visibility of business growth potentials, operational scalabilities, and ensure accurate forecast/supply.
- Build and execute on strategies to streamline and reduce pre-sales demonstration projects.
- Manage Salesforce (SFDC) adoption with all APAC distributors.
- Build and execute strategies to accelerate the progress of early-stage sales opportunities.
- Develop in-depth intelligence on key competitions and organize counter strategies for direct sales team.

Education

- Life Science Degree is required, advanced degree in Biology, Molecular Biology or related fields is preferred

Qualifications/Skills

- 8+ years successful sales, strategic marketing, and/or business development experience in the life science market. Track record of success is highly desired.
- Knowledge on capital instrument sales processes required.
- Understanding and experience in tissue imaging, access to pathology market segments is preferred.
- Fluent communication in English is required. Chinese language is highly preferred.
- Ability to learn and grasp new technologies, new markets.
- Strong interpersonal and presentation skills, strong business acumen, ability to communicate with a diverse group of professionals.

Apply at: careers@akoyabio.com