

Title: Sales Manager, Japan
Department: Sales, Asia Pacific
Location: Tokyo

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 successful candidate will build and manage Akoya Biosciences Japan distributor network. The primary responsibilities are to develop and deploy commercial strategies, enable an effective distribution network, foster key account relationships, identify and build local applications, and, meet or exceed territory sales, orders and expense. Candidates must be highly motivated, enthusiastic and target orientated individuals with successful distributor management and sales track record.

Duties & Responsibilities:

- Achieving or exceeding sales goals assigned to the territory
- Forecasting business performance monthly, within variance goals
- Driving and ensuring proper funnel size, speed and quality to meet territory targets
- Leading and driving business plan development and monitoring progress to plan for each distributor
- Building and enabling distributors in all aspects to ensure an effective commercial network
- Identifying and developing local applications of commercial significance
- Building direct relationship with key customers and fostering their success
- Developing a strong, working technical knowledge of entire Akoya imaging product portfolio, scientific applications involved and end markets
- Supporting the business in cross-functional projects to drive organizational advancement
- Performing other duties as assigned

We are looking for someone who:

- Is passionate about transforming the field of tissue imaging through the selling team-We are on a mission to enable scientists to better understand tissue biomarkers studied in discovery, translation and clinical applications.

- Has high emotional intelligence-You have genuine empathy for others and maximize your impact through understanding the motivations of our customers and your colleagues, and adapting your communication accordingly.
- Is a positive change agent-You have a track record of leading and empowering groups towards driving improvement while navigating change and simultaneously winning. You create a culture of transparency and focused on improvement while having fun and fostering a strong team environment.
- Has a commitment to overachievement-You leverage and can communicate using data to improve core KPI's that matter to the individuals and team, and to help drive strategic plays.
- Use good judgement-especially when tasked with difficult decisions. You are a person who exudes good judgement and decision making.
- Is accountable-You have honest, transparent, and authentic communications with your colleagues and direct reports, regardless of personal ramifications.

Skills & Requirements

- Minimum of 7 years of demonstrated success as a sales representative or sales manager, in life science industry assignment, in Japan
- Experience in successfully mentoring and/or leading others effectively
- Experience in using CRM to manage and forecast sales opportunities, Salesforce is a plus
- Strong analytical skills to identify trends and patterns
- Strong English communication skills in written, verbal and PowerPoint formats
- Experience in selling to Pathology & Life Science/Research Laboratories, Academic Institutions, Pharma and Biotech accounts
- Sales experience with Reagents and Contract Services
- Proactive mindset with strong sense of responsibility and ownership
- Responsible for abiding by ethical sales practices in accordance with corporate policy
- Willingness to travel is required

Education

- Bachelor's Degree in Biology or similar Life Science discipline at minimum
- Master's, PhD and/or MBA in scientific discipline or equivalent a plus

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.