

Title: BUSINESS DEVELOPMENT MANAGER
Department: Marketing
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:

Ideal candidate will have strategic and holistic thinking to support the corporate business development initiatives, alliances, partners, and programs to guide high level strategy and implement long term growth plans. Individuals applying should be entrepreneurial, resourceful, a team player and must have a can-do attitude. The applicant should enjoy a fast-paced environment, able to juggle multiple priorities, ability to adapt quickly, engage with senior leadership, and communicate succinctly across teams. This role requires a hardworking individual with a desire to also have fun.

Duties & Responsibilities:

Expand Akoya's market position as the leader in spatial biology by developing, defining, and growing partner relationships. Drive implementation of key corporate initiatives across all partners. Identify trends and predict market needs and direction for strategic development.

Skills & Requirements

- Work closely with the Director of Business Development, Marketing, and Product Management to support the growth of strategic partners which includes forecasting, business reviews, analysis to guide strategic decision making, and other key business activities.
- Minimum of 5 years of relevant experience (e.g., life sciences, genomics, proteomics, or biopharma services); though flexible based on quality of experience
- Provide financial modeling, diligence and strategic landscape support for partner activities.
- Ability to operate autonomously.
- Strong quantitative abilities, creative problem solver
- Excellent written and verbal communication skills with ability to build and manage relationships.
- Proficiency in translating scientific data or concepts into action.
- High level of commercial acumen
- Strong attention to detail

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