

Position: Product Manager, Software
Department: Product Management
Location: Marlborough, MA or Menlo Park, CA

About Akoya:

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 Product Manager for software is a customer-focused product manager who will drive commercial adoption of our spatial biology software solutions including Proxima, InForm and CODEX-associated products. The successful candidate will work cross-functionally with the CODEX and Phenoptics platforms as well with the consumables and instruments teams to bring new software solutions to market. A successful candidate will bring a strong passion for developing next-generation software solutions for spatial biology, strong business acumen and the ability to perform in a rapidly moving environment. This position will report to the Director of Software.

Essential Functions:

- Product vision – Help develop a 3–5-year product strategy and roadmap for the Akoya spatial analysis software portfolio. Work with instrumentation and SW teams as needed to develop complete workflow solutions.
- Market and competitive - Assess market needs, and gaps, segment customers, understand competitive landscape, identify areas for differentiation
- New product introduction – Own the business case for new products. Be responsible for bringing new product ideas through a phase gate process.
- Product requirement definition – Drive voice of customer projects to identify new product ideas and / or product features. Translate customer feedback into user and product requirements. Manage product requirements for consumables offerings in coordination with software and hardware development teams.
- Product releases - Develop the go-to-market strategy and tactics to ensure a successful launch. Work closely with global sales and marketing teams to develop and implement positioning and messaging, pricing & promotion, sales collateral, training materials and other sales enablement programs to achieve revenue targets
- Generate customer-facing marketing collateral - Partner with marketing programs to develop and deploy marketing content generated from R&D and external collaborations

Skills and Background:

- Minimum 5 years' experience in the life sciences industry with a preferred background in software solutions. Knowledge of spatial omics, digital pathology market requirements, or experience with cloud platforms a plus.
- Must have minimum 3 years' experience with product development or commercial life sciences
- Experience with phased gate product development methodologies and tools
- Ability to manage multiple activities / deliverables and prioritize accordingly
- Robust analytical skills, paired with strong communication and presentation skills
- Willingness to work collaboratively as part of a broad project team including R&D, marketing, sales, business development and operations

Education:

- Bachelor's Degree in Biological Sciences or equivalent. Master's degree or other advanced degree helpful

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