

Title: Technical Application Scientist, West

Department: Sales

Location: Remote (California preferred)

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:

We are seeking a highly qualified Technical Application Scientist (TAS) to serve as a technical sales resource on the West Coast, ideally based in the Bay Area. The primary function of this role is to qualify prospects by determining the applicability of Akoya technology in the field of study and to create compelling connections with established and potential research avenues. Responsibilities span both the Phenoptics and CODEX product lines and will require a thorough understanding of the potential of both platforms including reagents and data analysis workflows. This position includes cross-functional tasks and will work collaboratively with Product Management, Applications, and Marketing.

This role will be a great fit for self-starters who are comfortable taking the initiative and who enjoy working with new technology and cutting-edge science. The TAS operates in a team selling approach and will prioritize their efforts by following up on leads generated by the field- and inside-sales teams. The ideal candidate would have excellent communication and organizational skills with prior technical sales experience. Responsiveness and ownership are critical for customer success.

Duties & Responsibilities:

- Build compelling sales decks that emphasize the importance of multiplex imaging and spatial biology across a wide array of scientific inquiry.
- Possess a comprehensive understanding of the current state of scientific research by staying on top of relevant literature.
- Leverage existing collateral and compose new material to support customer interests.
- Present detailed explanations of Akoya technology and applications during sales calls, seminars, and webinars.
- Remote and on-site demonstration of the equipment including data analysis and reporting.

- Manage assigned territory independently (e.g., travel, schedule) and occasionally provide support outside of that territory.
- Accurately record pertinent information in Customer Relationship Management system.
- Be the customer advocate.
- Proactively provide user feedback on applications, workflow, and components.

Skills & Requirements

- MS or PhD in Life Sciences, Engineering, or similar.
- 2+ years' experience in a FAS, Technical Sales, or similar customer-facing role preferred.
- Hands-on experience with microscopy, genomics, proteomics, flow cytometry, or similar technologies. Familiarity with automated instruments with fluidics components.
- Ability to work independently and as part of a team towards corporate goals.
- Excellent organizational, analytical, and systematic troubleshooting skills.
- Strong written and verbal communication skills. Outstanding presentation and training skills.
- Clear vision of and commitment to providing outstanding customer service.
- Travel 50% of the time
- Valid driver's license

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