

Title: Finance Business Partner, Advanced Biopharma Solutions

Department: Strategic Finance

Location: Marlborough, MA

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 Advanced Biopharma Solutions (ABS) Finance Business Partner will be responsible for key finance activities for Akoya’s captive contract research services (CRS) group. This person will work closely with the Sr. Director of ABS Operations and report to the VP of Strategic Finance. Responsibilities will include owning the ABS business forecast, developing models to support resource planning and contract pricing, KPI reports, project and cost reporting, and revenue recognition policy adherence. The position will require an analytical, hands-on individual who can understand laboratory processes, the CRS business model, and how ABS operations impact the group’s and Akoya’s financial performance. This person will have the opportunity and must have the presence to interface with all levels of management including the C-Suite. The position will report to the VP of Strategic Finance. Title and salary dependent on skill, experience and education.

Duties & Responsibilities:

- Partner with the Sr. Director of ABS Operations to plan, budget, forecast, and monitor ABS business performance
- Develop and maintain financial forecasts and budgets
- Develop pricing models and resource models that result in a balanced P&L with appropriate margins and allow the business to scale efficiently while maximizing revenue capture
- Analyze new contracts to measure and ensure financial viability
- Build and maintain processes for project-level resource and cost tracking
- Develop and maintain KPIs, reports, and other communications to monitor business performance and resource utilization as well as resource forecasting
- Ensure requirements for revenue recognition are met monthly: project % completion, SOW performance obligations, team time-tracking compliance
- Work with the systems team to identify and implement changes as necessary to improve data tracking, reporting and business management
- Develop and implement processes as need to establish appropriate controls and to otherwise fulfill goals of position
- Other duties as required

Skills & Requirements

- Bachelor's or Master's degree in relevant field of study (e.g., Finance, Accounting, Business, etc.) preferred
- Scientific background (degree or experience) a plus
- Minimum of 10 years of relevant experience
- Experience working with laboratory-based business and/or contract research organizations
- Strong quantitative abilities
- Excellent written and verbal communication skills with ability to build relationships
- Experience working with Laboratory Information Systems (LIMS) and ERPs a strong plus
- Advanced MS Excel skills, proficient in PowerPoint and Word
- Able to solve complex problems
- High level of commercial acumen
- Strong attention to detail
- Executive presence

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