

Title: Reagent Sales Specialist, Midwest – United States
Department: Sales
Location: Field Based-Remote Midwest US

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:

Akoya is excited to expand our Reagent Sales Specialist team, driven by a strong growth initiative following our successful IPO on the Nasdaq market in April this year. These new territories will include a solid base of existing opportunities from previous coverage, as well as healthy new business facilitated by right sized geography. The Reagent Sales Specialist will work with the core selling team including Instrument and Technical Applications Sales to coordinate both pre and post sales activities. The customer base spans academic, biotech, and pharma markets, and the call points range from laboratory technicians to C-suite executives. Candidates must be highly motivated, enthusiastic and target orientated individuals who thrive on the independence and variety offered by a field sales role. And must also be skilled at working within a team environment, leveraging the expertise and strengths of all.

The Reagent Sales Specialist is responsible for the daily selling activities within the Midwest territory. The person in this role will focus on driving reagent growth within Akoya’s instrument install base and prospecting for new users. Coordination with other Reagent Sales Specialists, on the Americas Team, on strategies and tactics is required. The ideal candidate will effectively drive the sales process from target identification and lead qualification through to order close and shipment. Candidate must have a customer centric mindset with strong communication skills.

Duties & Responsibilities:

- Meeting or exceeding sales targets for all assigned product lines
- Growing the reagents product lines within the defined territory in accordance with strategic business goals
- Manage all aspects of the sales pipeline from lead management to accurate forecasting
- Develop, implement, and execute against a strategic business plan with strong emphasis on new business development
- Performing territory analytics to identify trends and then using this information to drive incremental growth
- Develop a strong working knowledge of the technical product portfolio, range of scientific applications, and target markets

- Ensure customer satisfaction and issue resolution, balanced with keen sense of fiscal responsibility
- Maintaining compliance with Salesforce.com standards
- Closely coordinating and collaborating with field-based selling Team and business resources to leverage full solution offering
- Presenting product features, applications and protocols in customer presentations
- Working with in-house Technical Support teams to resolve customer queries
- Perform other duties as assigned.

Skills & Requirements

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.

- Requires a Bachelor's degree with 3 - 5 years of reagents sales experience
- Education and/or sales experience in Pathology, Histology, Immunology strongly preferred
- Must be results-driven and possess exceptional negotiation skills
- Ability to work within a Team Selling Model and engage field-based resources as necessary to advance opportunities
- Aptitude to learn new systems and retain technical information
- General knowledge of CRM systems is preferred. Salesforce.com experience is a plus
- Excellent communication skills and the ability to build relationships in-person, video/telephone and through email
- Ability to work effectively in a small organization, while influencing decisions
- Highly effective time management and organizational skills
- Process orientated, with a strong knowledge of selling, marketing & standard customer care process
- Willingness for approximately 40% overnight travel

Apply at: careers@akoyabio.com