



Title: Field Application Scientist (Tissue Biomarker Reagents) covering DACH + Nordics
Location: Based in Germany, Native German Speaker,

About Akoya Biosciences:

Akoya Biosciences, Inc., The Spatial Biology Company™, with offices in Marlborough, MA., Menlo Park, CA, is a well-funded and emerging growth company that is developing powerful imaging tools to enable scientists and clinical researchers gain a better understanding of complex diseases such as cancer and autoimmune disorders. Our CODEX® platform enables the assessment of more than 40 protein markers in a sample and is ideally suited for biomarker discovery. Our Phenoptics platform, the industry standard for multiplex IF/IHC provides the assay robustness and throughput necessary for translational and clinical research required in clinical trials. Our partnerships with the academic community and our customers have resulted in a robust pipeline of future products.

Position Summary:

The Field Application Scientist ("FAS" - also referred to as TAS Technical Application Scientist) will provide in-field pre and post-sales support. This role involves providing users with technical training and support on reagent utilisation, sample preparation, tissue staining automation. This role also involves elements of the initial installation of both the Phenoptics™ Technology Workflow and the CODEX™, workflow. The successful candidate will work collaboratively with Technical Support, Product Management, Applications, and Sales.

Duties & Responsibilities:

- Perform onsite installation and training.
- Support the sales team in reagent growth strategies.
- 1st line application support for reagent customers.
- Collaboratively troubleshoot / enable assay development with customers.
- Support the automation of staining protocols (e.g. Leica bond RX, Ventana Discovery)
- Manage assigned territory independently (e.g. travel, schedule).
- Provide technical support, including troubleshooting, web-based customer education, and general support of the Phenoptics™ + CODEX™ workflow and data analysis.
- Accurately record pertinent information in Customer Relationship Management system (Salesforce.com).
- Be the customer advocate.
- Proactively provide user feedback on applications, workflow, and components.



Skills & Background:

We are looking for an individual with experience in fresh-frozen and FFPE tissue staining, imaging, immunofluorescence, fluorescent immunohistochemistry, and microscopy experience.

- Imaging Specialist (Wide-Field Fluorescence Microscopy: Keyence, Leica, Zeiss, Nikon)
- Skilled in antibody-based assays, including immunofluorescence, and immunohistochemistry
- Proven ability to quickly learn large amounts of new, complex technical information
- Familiar with automated instruments with fluidics components
- Demonstrated excellent customer relations skills
- Problem-solving ability
- Excellent communication skills
- Ability to manage multiple priorities

Additional:

Teamwork, trust, graciousness, cooperation, and collaboration are key employee traits that contribute to our continued success and growth. These factors are key, to enable our group to feel fulfilled within Akoya Biosciences and to enjoy supporting our valuable customers.

This role will be a great fit for self-starters who are comfortable taking the initiative and enjoy working with new technology. Training users to feel comfortable and be successful with the Akoya workflow. When it comes to troubleshooting, you won't always know the correct answer, but you are the sort of individual that is up to the task, relying on your resources to quickly investigate the answer

The ideal candidate would have excellent communication and organizational skills with prior FAS experience. Someone who will work with the customer and own the issue to get the best resolution.