

**Title: CODEX Market Development Specialist-East**

**Department: Commercial**

**Location: North America**

**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 continues to expand our field sales team, driven by a strong growth initiative following our successful IPO on the NASDAQ market in April this year. As part of that expansion, we have created a new Sales and Market Development Role covering the eastern territory in North America. This newly formed role will be responsible for identifying new opportunities for our CODEX® platform and develop commercial partnerships with collaborators in the region. This specialist role will work closely with the Instrument, Reagent and Applications selling teams in the region to expand our commercial reach and prospect for new customers. 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. The candidate must also be skilled at working within a team environment, leveraging the expertise and strengths of all.

**Duties & Responsibilities:**

- Represent the full range of Akoya solutions supporting CODEX® applications including instruments, reagents and software.
- Partner with Instrument Sales Specialist, Reagent Sales Specialist and Application Scientist teams to achieve sales goals assigned to the territory
- Develop, implement, and execute against a strategic business plan with strong emphasis on new business development
- Align with regional microscope collaborators to uncover new areas of opportunity to expand our install base in the region
- Actively communicate to leadership progress updates and forecasts for opportunities within Salesforce CRM
- Coordinate and execute field and virtual events for lead generation, including technical workshops and lunch-and-learn seminars
- 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

### **Skills & Requirements**

- Bachelor's Degree in Biology or similar Life Science discipline
- Minimum of 5 years technical, scientific capital sales experience, preferably to Life Science laboratories in the academic, pharma, and biotech space
- Proactive mindset with strong sense of urgency around new business development
- Excellent planning and organizational skills
- Dedication to customer satisfaction and issue resolution balanced with keen sense of fiscal responsibility
- Operates ethically and interacts with graciousness and gratitude
- Ability to travel as needed for effective field coverage of the given territory
- 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](mailto:careers@akoyabio.com)