



## Commercial Alliance Manager – Clinical Market

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### About Akoya Biosciences, Inc.

Located in Menlo Park, CA, and Marlborough, MA. Akoya Biosciences, Inc., is a well-funded and rapidly growing company with industry leading technologies for tissue staining, imaging and analysis and provides spatial biology solutions to the translational and clinical research market. Akoya has developed a mature, analytically robust, and clinically relevant technology platform (Phenoptics™) with unparalleled cellular/tissue imaging capabilities that enables cancer patient phenotyping at high throughput. Leading Pharma and academic- and hospital-based research centers leverage the Phenoptics platform in clinical/translational research studies.

### Summary:

As a key member of the Clinical Market Development team, the Commercial Alliance Manager for the Clinical Market will play a key role in ensuring Akoya's success by managing strategic partnerships with clinical laboratories/networks and diagnostic companies. This role is an exciting opportunity to work with a diverse group of KOLs and customers on the cutting edge of clinical research with Akoya's multiplex immunofluorescence platform.

This role has direct responsibility for the management of the company's Clinical Research Network and industry partnerships. This position owns the coordination of stakeholder activities including all relevant cross-functional teams at Akoya, industry partners, and Clinical Research Network participants. While this role will have no direct line management responsibilities, this is a leadership role with responsibilities to mentor and lead through influence.

The ideal candidate will have excellent communication and organizational skills with extensive experience in alliance management with a diverse mix of internal and external stakeholders. Responsiveness and ownership are critical for customer success.

### Duties & Responsibilities

- Support the company's Clinical Research Network (and KOL members) by managing quarterly meetings, overseeing group authored publications, and other key functions
- Comprehensive management of alliance lifecycles from planning to final deliverables
- Proactively identify potential conflicts/roadblocks and develop mitigation strategies to achieve project objectives
- Influence and manage cross-functional teams to empower partnerships and ensure strategic outcomes
- Establish an effective evaluation and metrics reporting strategy to inform leadership on alliance status
- Organize user group meetings, webinars and other events supporting our alliance customer engagement strategy



- Serve as a single point of contact for our alliance members to rapidly address project concerns, technical issues, quality concerns, etc.
- Develop, with Marketing, effective communication strategies to engage our clinical customer base
- Partner with Product Management to identify new applications for Phenoptics in a clinical research setting (indication, therapeutic area).

### **Skills and qualifications**

- Previous alliance management experience in a regulated market, strongly preferred
- Experience with immunohistochemistry/immunofluorescence preferred
- General understanding of process to develop clinical diagnostics
- Knowledge and experience in clinical pathology is strongly preferred
- Proven ability to manage complex external projects
- Demonstrated excellent customer relations skills
- Problem-solving ability
- Excellent communication skills with multiple stakeholders and cross-functional teams
- Ability to manage multiple priorities
- Experience using MS Teams, Sharepoint and PowerBI is preferred

### **Travel**

- Potential for travel is up to 30% to work with key partners and office-based colleagues

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)



