

Title: Director, Software Product Development Management
Department: Product Development
Location: Marlborough, MA or Menlo Park, CA

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 Director of Product Management, Phenoptics Software is a customer-focused product manager who will manage commercial activities of the Akoya Biosciences software portfolio, including the desktop and cloud-based solutions. The candidate will bring a passion for pioneering methods in next-generation tools for quantitative multiplexed imaging analysis, exceptional business acumen and the ability to perform in a rapidly evolving and entrepreneurial environment.

Duties & Responsibilities:

- Lead product roadmap - Own all aspects of the software product roadmap which includes both the desktop versions of our tissue analysis software (InForm, PhenoptReports, PhenoChart), our new cloud-based image management system (Proxima) as well software required for our analysis of our CODEX platform
- Portfolio integration: Coordinate the integration of our software offerings for both the Phenoptics and CODEX product lines to bring an integrated offering to market. The candidate will manage product requirements for these offerings in coordination with Phenoptics and CODEX assay, software and hardware development teams.
- Lead product requirement definition – Collect customer feedback and drive voice of customer projects to identify new product features and requirements
- Lead interaction with development team – Help translate voice of customer requirements to product specifications with development team to ensure prioritized tradeoffs and performance.
- Manage relationships with 3rd party vendors and external collaborators
- Manage product releases – Work with marketing to develop the go-to-market strategy and tactics to ensure a successful implementation in customer labs
- Commercial product representative - Work closely with global sales and marketing teams to develop and implement positioning and messaging, pricing & promotion, sales collateral, training materials and other sales enablement programs to achieve revenue targets.

Skills & Requirements

- Bachelor's Degree in Biological Sciences or equivalent. Master's Degree or other advanced degree helpful
- Minimum 7 to 10 years' experience in the life sciences industry with a preferred background in microscopy, immune-oncology and bioinformatics analysis. Familiarity with product development process and strong technical background.

- Must have minimum 5 years' experience with product development or commercial life sciences
- Experience with cloud-based software offerings
- Experience with phased gate product development methodologies and tools
- Ability to manage multiple activities / deliverables and prioritize accordingly
- Robust analytical skills, paired with strong communication and presentation skills
- Willingness to work collaboratively as part of a broad project team including hardware engineers, software engineering, biologists, chemistry, and commercial representatives.

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