

Title: Director, Clinical Product Management
Department: Product Management
Location: Marlborough, MA, Menlo Park, CA, or Remote

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, Clinical products is a customer-focused product management leader who has experience in bringing LDT and / or IVD solutions to market. This individual will work cross functionally with members of the clinical market development team, sales, and Akoya's pharma services lab to commercialize reagent, instrument, and software products for clinical customers in spatial biology. A successful candidate will bring a strong business acumen and the ability to perform in a rapidly moving environment. This position will report to the Vice President of Product Management.

Duties & Responsibilities:

- Product vision – Develop a 5-year product strategy and roadmap for clinical product solutions, including reagents/assays, instruments, and software. Consider numerous factors such as intended market segments, competitive products, and alignment with company's strategic objectives.
- New product introduction – Own the business case for new clinical products. Responsible for bringing new product ideas through a phase gate process.
- Product requirement definition – Collect clinical customer feedback and drive voice of customer projects to identify new product ideas. Incorporate regulatory considerations into product requirements for clinical products.
- Coordinate with development team – Translate user and customer requirements to product specifications with development team by understanding tradeoffs and performance.
- Product releases – Work closely with the Clinical Market Development team to develop the go-to-market strategy and tactics to ensure a successful launch. Develop and implement positioning and messaging, pricing & promotion, sales collateral, training materials and other sales enablement programs to achieve revenue targets.

Skills & Requirements:

- Minimum 7 to 10 years' experience in the life sciences industry with a preferred background in protein consumables, microscopy or immune-oncology.
- Must have minimum 5 years' experience with product development or commercial life sciences with experience in bringing clinical products (either LDT or IVD) to market

- Experience with phased gate product development methodologies and tools
- Familiarity with the regulatory environment for clinical products
- 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 R&D, marketing, sales, business development and operations

Education:

- Bachelor's Degree in Biological Sciences or equivalent. Masters Degree or other advanced degree helpful

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