

Title: Director of Commercial Alliances
Department: Clinical Market Development
Location: Menlo Park, CA

About Akoya Biosciences:

Located in Menlo Park, CA, and Marlborough, MA. Akoya Biosciences, Inc., is a 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.

Position Summary:

The Director of Commercial Alliances for the Clinical Market role will have a combined business development and alliance management function with a focus on developing the clinical market opportunity for the Akoya Phenoptics platform. As a key member of the Clinical Market Development team, the successful candidate will play a key role in ensuring Akoya's success by sourcing (with the Vice President, Clinical Market Development) and individually managing strategic partnerships with clinical laboratories (including those within academic-based teaching hospitals), diagnostic companies, and other ecosystem organizations and networks. This role is an exciting opportunity to work with a diverse group of KOLs, customers, and other formal Akoya partners on the cutting edge of clinical research with Akoya's multiplex immunofluorescence platform. While this role will have no direct line management responsibilities in the initial scope, this is a highly visible role with responsibilities to mentor and lead through influence.

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

Duties & Responsibilities:

- Collaboratively work to identify and communicate the value of the Phenoptics platforms to potential partners
- Define scalable business development frameworks and execute on the Company's partnership model for the clinical market
- Support the company's Clinical Research Network alliance by managing quarterly meetings, overseeing group authored publications, and other key functions

- Comprehensive management of clinical market commercial 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 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 and/or business development experience in a life sciences tools company or regulated market
- Experience with immunohistochemistry/immunofluorescence preferred
- General understanding of process to develop drugs and clinical diagnostics
- Knowledge and experience in clinical pathology is strongly preferred
- Proven ability to multi-task and manage complex external projects
- Demonstrated excellent customer relations skills; strong executive presence
- Superior problem-solving ability and conflict resolution skills
- Excellent communication skills with multiple stakeholders and cross-functional teams
- Ability to manage multiple priorities and timelines
- Ability to lead by influence and ensure projects and contract deliverables are provided on time and within scope
- Experience using MS Teams, Sharepoint and PowerBI is preferred

Travel

- Potential for travel is up to 30% based on need and company policy

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