



UltraFast Innovations GmbH
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Open Position: Sales Engineer – Optical Systems (f/m/d)

Employment type: Full-time, on-site / hybrid / remote (EU, UK & Switzerland)

Contract: Permanent

Travelling time: up to 30%

Location: Garching (Munich area) / remote (EU, UK & Switzerland)

UltraFast Innovations GmbH (UFI) is a high-tech spin-off based in Garching, north of Munich. We design, manufacture, and supply state-of-the-art optics and precision instruments for ultrashort laser applications — enabling cutting-edge progress in ultrafast photonics, attosecond science, and high-power laser technology.

Our product portfolio includes dispersive mirrors, broadband beamsplitters, AR/HR coatings, and advanced systems for the generation, characterization, and manipulation of ultrafast light, alongside instruments for the quality control of optical components. We collaborate with leading laser manufacturers, research institutes, and industrial partners worldwide, and are actively expanding our commercial presence across Europe, North America, and Asia.

We are looking for a new colleague to join the UltraFast Innovations team as:

Sales Engineer – Optical Systems

The role:

As a Sales Engineer at UFI, you will be the primary commercial interface between our customers and our technical teams. You will drive revenue growth by cultivating relationships with scientific and industrial buyers, translating complex optical concepts into compelling value propositions, and guiding customers from first contact through to signed contract.

Key responsibilities:

- Develop and expand UFI's customer base in optical systems — both scientific and industrial markets
- Manage and deepen relationships with existing accounts, acting as a trusted technical advisor
- Identify and pursue new business opportunities in industrial and scientific markets
- Provide expert technical guidance to customers together with our R&D and coating engineers
- Prepare technical documents, answer tenders and write quotations,
- Lead negotiations, prepare contracts and customer agreements and close sales for complex optical systems
- Represent UFI at international trade shows (e.g., including Photonics West, LASER World of PHOTONICS, and Photonics Europe
- Contribute to pricing strategy, market analysis, and competitive positioning
- Bridge the gap between customers and the marketing team — developing clear unique selling propositions and go-to-market messaging

Your profile

- Degree in physics, photonics, optical engineering, or a closely related field
- 2+ years of experience in technical sales of optical or laser systems
- Excellent networking skills and experience at participating at scientific conferences and industry trade shows
- Strong working knowledge of complex optical systems and ultrafast laser applications.
- Experience in writing proposals for public tenders and grant proposals
- Familiarity with ultrafast and dispersive optics (e.g. chirped mirrors, pulse compression) is a plus
- Excellent communication and presentation skills in English; German and other languages are a plus
- Self-motivated, customer-oriented, and at ease in an international, multicultural environment
- Structured, proactive working style with the ability to manage multiple priorities
- Willingness to travel internationally (up to 30%)

What we offer

- A front-row seat at the frontier of ultrafast photonics and attosecond science
- Competitive base salary with performance-related bonus
- Flexible working hours and hybrid working arrangements
- A dynamic, multicultural team within a fast-growing technology company
- Real autonomy and ownership — your results will be visible and valued
- Ongoing opportunities for professional development and career progression

Contact

We look forward to receiving your application!

Please send us your application documents (CV and motivation letter) including a possible start date and your salary expectations to info@ultrafast-innovations.com

Subject line: Sales Engineer – Optical systems



Dr. Alexander Guggenmos
CEO

We are looking for YOU!



Note to agencies:

UltraFast Innovations does not accept unsolicited resumes from any sources other than directly from a candidate and will not pay a fee for any placement resulting from the receipt of an unsolicited offer, even when the relevant candidate is employed.

Agencies must obtain written approval in advance from UltraFast Innovations to submit resumes. UltraFast Innovations will not pay a fee to any agency that does not have a valid agreement for service and in response to a specific job opening.