

# Technical Business Developer – Photonics (m/w/d)

Are you eager to make an impact on the future of sensing and communications and be part of a dynamic start-up at the forefront of technology? For expanding our team in Lausanne, Switzerland, we are looking for talented photonics packaging engineer with strong experimental skills and a solid background in photonics.

## The company

Deeplight is a privately held high-tech spin-off company, founded in 2021 by researchers from the Swiss Federal Institute of Technology in Lausanne, Switzerland (EPFL) and from Karlsruhe Institute of Technology (KIT), Germany. We specialize in developing frequency-agile laser sources and optical frequency combs with ultra-low phase noise based on advanced photonic integrated circuits. Our technology base enables us to cater to scientific, industrial, and consumer markets with significant economic potential. By bridging the gap between scientific-grade laser systems and widely used semiconductor laser diodes, we bring low-noise, highly compact single- and multi-wavelength laser systems to various applications, such as autonomous driving, optical communication for space, quantum computing, quantum cryptography, fiber sensing, and more.

## Job description

- Generate and qualify leads, manage the sales funnel and close deals for Deeplight laser and PIC products.
- Identify and pursue new business opportunities, while maintaining and expanding existing customer relationships.
- Develop and implement marketing strategies, create marketing collateral such as application notes, datasheets, pitch decks
- Represent Deeplight at international trade shows, conferences, and scientific symposia to showcase our innovative solutions and build new partnerships.
- Conduct market analyses to identify trends and opportunities in photonics and laser technology.
- Maintain accurate records in the CRM, forecast regional demand and report KPIs to management.
- Assist customers with technical questions and provide customized solutions.

## Your Profile

- Completed studies in industrial engineering, engineering, business administration, or a comparable qualification.
- Several years of professional experience in international business development, marketing, and sales of high-tech products—ideally in the photonics, laser, or optics industry.
- Fluent in English (C1 level or native) and at least good knowledge of German/French (B1 level).
- Excellent communication and presentation skills.
- Willingness to travel and flexibility, including attendance at international events.
- High level of initiative and goal orientation.

## We offer

- Attractive salary with performance-based components.
- Significant home office flexibility to support a healthy work-life balance.
- Exciting and varied responsibilities in a dynamic and innovative environment.
- Opportunities for personal and professional development.
- An open and collegial working atmosphere in a highly motivated team.

Activity rate: 80-100%.

Start date: As soon as possible

## Application

Please submit your application by filling out the form at the following link: [application form](#)

**! Only candidates with Swiss, EU, or EFTA citizenship will be considered.**

**! Recruitment agencies:** Without a prior written and signed agreement, all candidate submissions will be considered direct applicants with no agency fees.

- We are a small team fully committed to addressing our current business requirements. Consequently, the review and interview process may take some time. Thank you in advance for your patience and understanding.
- Rest assured that if your background and experience meet the requirements of the position, we will reach out to you. If not, please accept our apologies for not being able to respond to all candidates. We greatly appreciate your interest in our company.



- Once the position has been filled, we will delete all applicants' data within the next six months, unless you request an earlier deletion.