



UltraFast Innovations GmbH  
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## Open Position: Sales Engineer – Ultrafast & Dispersive Optics (f/m/d)

**Employment type:** Full-time, on-site or hybrid

**Contract:** Permanent

**Travelling time:** up to 30%

**Location:** Garching (Munich area)

UltraFast Innovations GmbH is a high-tech spin-off in Garching, north of Munich. UFI designs, manufactures, and supplies state-of-the-art optics and devices for ultrashort laser applications. Our products enable leading research and industrial progress in ultrafast photonics, attosecond science, and high-power laser technology. Our portfolio includes dispersive mirrors, broadband beamsplitters, AR/HR coatings, and systems designed for the generation, characterization, and manipulation of ultrafast light, along with instruments for characterization and quality control of optical components.

UFI collaborates with leading laser manufacturers, research institutes, and industrial partners worldwide and are expanding our commercial presence in Europe, North America, and Asia.

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

### **Sales Engineer – Ultrafast & Dispersive Optics**

#### **Your main responsibilities**

As a sales engineer, you will:

- Develop and expand UFI's customer base in ultrafast and dispersive optics
- Manage and strengthen relationships with existing customers
- Identify new opportunities in industrial and scientific markets
- Provide technical guidance to customers together with our R&D and coating engineers
- Prepare quotations, negotiate contracts, and close sales
- Represent UFI at international trade shows (e.g., Photonics West, LASER World of PHOTONICS, Photonics Europe)
- Contribute to market analysis and pricing strategy
- Act as a bridge between customers and the marketing team
- Develop unique selling propositions (USPs)
- Create content like white papers, explaining difficult concepts in ways that resonate with external buyers

## Your skills

- Graduate physicist / photonics / optical engineer or related field
- 2+ years of experience in technical sales of optical components, coatings, or laser systems
- Strong understanding of ultrafast laser technology and dispersion management
- Excellent communication and presentation skills in English; German is a plus
- Self-motivated, customer-oriented, and comfortable working in an international team
- Structured, organized, and proactive working style
- Willingness to travel internationally (up to 30%)

## We offer

- Work at the frontier of ultrafast photonics and attosecond science
- Competitive salary and performance-based bonus
- Flexible working hours and hybrid options
- A dynamic, young, multicultural working environment within a growing company
- Opportunities for professional growth
- Autonomy, ownership, and opportunity to drive results

## 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](mailto:info@ultrafast-innovations.com)

Subject: Sales Engineer – Ultrafast Optics



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.