



Sr. Technical Sales/Business Development Manager, N. America

poLight® is looking for a Technical Sales / Account Manager, N. America to join the industry's leading tunable optics technology company. We are very strongly positioned in several markets as we already supply our TLens® autofocus products into smartphones, smartwatches, webcams, barcode readers, machine vision, augmented reality (AR) devices, medical devices, and with more applications to come.

poLight is in need of someone passionate about innovating in tunable optics imaging and supporting customers for business growth in N. America – could that be you?

JOB DESCRIPTION

This full-time role will report to the VP of N. America Business Development & Corporate Marketing and be based in Silicon Valley, CA, and has a broad range of technical sales and account management skills and responsibilities, with opportunities to grow to suit the career goal and ambitions as poLight's N. America business scales.

In this role, you will:

- Drive business development and sales activities leading to and achieving design-in/win and revenue goals at assigned OEM customers and partners in N. America.
- Promote and demonstrate advanced capabilities of TLens® AF technology and use cases to target OEM customers and imaging ecosystem partners.
- Manage assigned OEM customer and partner accounts and report business progress.
- Provide technical sales support to customer TLens® AF camera module projects.
- Research target market segments to identify, engage and qualify customer prospects for fit.

REQUIRED SKILLS & EXPERIENCE

- 10 years or more experience in optics or imaging fields and in technical sales, account management and/or business development.
- Prior experience in supporting N. American market and OEM customers/partners.
- Self-starter with minimal supervision needed, exudes a can-do spirit and tenacity.
- Good customer support and multi-tasked project management skills.
- Strong analytical and problem-solving skills
- Action-oriented, hands-on doer with attention to details, who delivers on commitments.
- A strong team player with proven communications, organizational and people skills.
- Proficient in verbal and written English communication skills and Microsoft tools.
- Willingness to travel throughout N. America and as necessary, internationally.
- Minimum BSc in Computer Science, Electrical or Electronics Engineering.
- Authorized to work in the U.S.



PREFERRED SKILLS & EXPERIENCE

- Proven track records of driving new design ins/wins and sales at N. American OEM customers and ecosystem partners.
- Knowledgeable and/or well-connected in our key focus market segments (AR/MR, consumer, industrial).
- Demonstrated passion and good familiarity with imaging/camera systems or optics technologies and ecosystem (imaging SoC platform players, lens makers, camera module integrators, CMOS image sensor players, etc.) is a huge plus.
- Previous experience as a Field Sale Engineer (FSE), Technical Sales or Business Development Manager in imaging or optics fields preferred.
- Previous experience in working remotely preferred.

Competitive salary, bonus scheme, PTO/vacation and other incentives offered.

Equal Opportunity Employer

If you are interested in and feel fit for this opportunity, please don't hesitate to apply. Please send your application cover letter, resume and any other relevant information (referrals, etc.) to jobs@polight.com. For more information about this role, please contact Tristan Joo (tristan.joo@polight.com).

About poLight

poLight ASA (OSE: PLT) offers patented, state-of-the-art tunable optics technology, leveraging its proprietary polymer and piezo MEMS technology. Founded in 2005, its first product TLens® replicates "the human eye" experience in autofocus cameras used in applications such as AR/MR devices, smartphones, wearables, webcams and other consumer devices, industrial barcode scanners and machine vision systems, and healthcare applications. With over 160 granted patents, poLight's technology delivers extremely fast focus, small footprint, ultra-low power consumption, no magnetic interference, and constant field of view, enabling better imaging system performance and new user experiences compared to alternative technologies.

poLight® has built a world-class team with expertise in optics, polymers, MEMS technology, imaging applications and camera systems. This team is establishing poLight® as the world leader in tunable optics. poLight® is a fabless company using MEMS foundry, assembly, and packaging services from well-established suppliers. poLight® is headquartered in Horten, Norway, with employees in Finland, France, Germany, China, Taiwan, US, UK, and Philippines.

For more information, please visit <https://www.polight.com>