



## **Technical Sales Engineer – Tunable Optics / Camera Modules**

**Location:** North America (Bay Area preferred)

**Company:** poLight ASA

### **Role Overview**

We are seeking a Technical Sales Engineer to drive new customer engagements, expand business opportunities, and provide high-quality technical support for our North American TLens® and TWedge™ customers.

This role blends technical optics expertise with strategic sales and customer development. You will identify and pursue new opportunities, build relationships with camera module makers and OEMs, and help customers evaluate and integrate poLight's tunable optics into their systems.

You'll collaborate closely with our global business development and R&D teams while operating independently in a fast-moving, entrepreneurial environment.

### **Key Responsibilities**

#### **Sales & Business Development**

- Identify, engage, and convert new customer prospects in consumer, AR/VR, industrial imaging, and emerging optical markets.
- Manage the full sales cycle – from outreach and opportunity qualification to technical evaluation, proposal support, and design-in success.
- Build and maintain a strong pipeline of opportunities for TLens® and TWedge™ products.
- Present poLight's value proposition to engineering, product, and executive teams at customer organizations.
- Support forecasting, reporting, and strategic market analysis for North America.

#### **Technical Customer Support**

- Provide hands-on technical guidance for customers integrating poLight's tunable optics into camera modules and display optical systems.
- Support optical, mechanical, electrical, and software integration questions throughout design-in activities.
- Troubleshoot customer issues, coordinate testing, and ensure successful evaluation of TLens® and TWedge™ technologies.
- Conduct demos, lab sessions, and field testing as needed to accelerate adoption.
- Communicate customer requirements, feedback, and product requests to executives, R&D and product management teams in Europe.



## **Customer Relationship & Ecosystem Engagement**

- Build and deepen relationships with OEMs, module integrators, sensor partners, and ecosystem stakeholders.
- Represent poLight at customer sites, technical meetings, trade shows, and industry events across North America.
- Serve as a key regional advocate for poLight technology—helping expand our brand, presence, and customer base.

## **Qualifications**

- Bachelor's or Master's degree in Engineering, Optics, Physics, or related technical field.
- 3–8 years of experience in technical sales, applications engineering, business development, or camera/optics engineering roles.
- Solid understanding of camera module architecture (optics, actuators, image sensors, integration).
- Solid understanding of micro display architecture for AR-MR (optics, light engine, waveguide, integration, image pipeline).
- Experience supporting or selling into OEMs, module makers, or key imaging/optics ecosystem partners.
- Strong communication, customer-facing, and presentation skills.
- Demonstrated ability to independently drive opportunities and close technical sales.
- Existing industry relationships in camera, optics, AR/VR, or imaging markets are a strong plus.
- Based in North America (Bay Area preferred; other major tech regions considered).

## **Why Join poLight**

- Help drive adoption of cutting-edge tunable optics that redefine autofocus performance.
- Work with leading global companies innovating in imaging and AR/VR.
- High-impact role with autonomy, strategic responsibility, and direct customer visibility.
- Competitive compensation, flexible structure, and a dynamic global team.

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](mailto:jobs@polight.com). For more information about this role, please contact Peter Ventura ([peter.ventura@polight.com](mailto:peter.ventura@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>