

Application & Sales Engineer (f/m/d) 80-100%

About K2 Photonics

K2 Photonics is spin-off from ETH Zurich building the next generation of ultrafast lasers and frequency comb solutions. Our technology enables real-time, highly sensitive quantification of gases, material properties, distance and even time itself - bringing lab-grade spectroscopy to the real world. We are redefining how industries and researchers measure, analyze, and innovate by delivering precision tools that combine cutting-edge physics with practical deployment.

About the role

As an **Application & Sales Engineer** you will play a key role in bridging the gap between cutting-edge laser technology and its commercial deployment. This position requires developing a deep understanding of our products, their applications, and customer needs to deliver tailored solutions that drive adoption. You will need to combine technical expertise with communication skills, enabling translation of complex innovations into practical benefits for diverse industries.

Responsibilities

- Generate and qualify leads in an application space you own with a focus on long-term relationship building.
- Collaborate with R&D on product development based on customer or application requirements.
- Develop hands-on expertise to perform demos and validate solutions for customer use cases.
- Technical and application support for clients.
- Represent the company at trade shows, conferences and customers.
- Maintain accurate documentation of application insights, test results, and customer interactions.

Requirements

- MSc or PhD degree in Physics, Photonics, Spectroscopy, or a related technical field.
- Strong understanding of laser technology and its industrial or scientific applications.
- Hands-on experience with optical spectroscopy systems.
- Ability to translate complex technical concepts into clear, customer-focused solutions.
- Excellent communication and presentation skills for technical and commercial audiences.
- Self-driven, adaptable, and comfortable working in a fast-paced startup environment.
- Willingness to travel for customer visits, demos, and industry events.
- Authorization to work in Switzerland.

Your application

Please send your application via e-mail to careers@k2photonics.com with subject Include position title in the subject "Application & Sales Engineer"