



## About the Company

TOPTICA Photonics Inc.  
Headquartered in Rochester, NY and Munich, Germany

TOPTICA is a privately held, technology driven visionary company, which develops and sells diode and ultrafast fiber lasers for scientific and industrial applications. The company sets its own annual challenge to continually present exciting product innovations and **world firsts**.

Since 1995, our lasers and laser-related measurement equipment have been dedicated to serving the forefront of atomic physics, metrology, microscopy, printing, optical disc manufacturing and many other applications.

Whenever lasers need to be matched with the latest scientific challenge, linewidth is measured in MHz and well below, or high speed locking circuitry is requested, TOPTICA lasers are the key to success. Whenever wavelengths are to be determined with an absolute precision of better than  $10^{-7}$ , beam wavefronts are given in  $m\lambda$ , or random pulse sequences and lengths are required in  $ns$  or even  $fs$  scale, TOPTICA lasers are involved.

Why should you be interested? Strong contacts to the scientific community and our profound understanding of their needs motivate us to push the development always one step further and that results in world-renowned diode and fiber lasers with cutting edge technology. We are looking for scientific experts who understand our technology and its potential for customers by matching the technology with their application requirements. Help us to continue to do so in the TOPTICA style of partnership with the customer on an individual level in the sales process as well.

We are looking for people who share the same *"Passion for Precision"* that keeps us excited and has resulted in over 20 years of commercial success in the scientific and industrial environment.

## About the Job

TOPTICA is a global, equal opportunity employer that supports diversity in the workplace. We offer a competitive salary and a comprehensive total benefits package.

### ULTRAFAST APPLICATION MANAGER

This critical role within TOPTICA USA! The Ultrafast Application Manager acts at the nexus of sales, product management, application development and research, and helps drive our ultrafast laser initiatives for North America. Stay close to science, support challenging problem-solving



applications and see what is happening everywhere in the ultrafast application space, both in research and commercialization. This role will bring that knowledge back to help us continuously deliver innovative ultrafast laser solutions for our customers.

**Responsibilities:** As Ultrafast Application Manager, the responsibilities shall be:

Communication skills and teamwork are required in this highly challenging environment.

- Close collaboration with sales associates, product managers and R&D to develop system configurations and solutions using TOPTICA lasers for customer applications using ultrafast laser technology.
- Support the entire team of TPI in their activity to sell and support the TOPTICA products allowing TPI to attain an appropriate global market share in North America.
- Incubate into the TOPTICA R&D team potential improvements on TOPTICA products - whether originating individually or from customer feedback - and discuss their feasibility and the technical, financial and personnel requirements.
- Implement product improvements and potential new product design using resources in North America when the potential program merits the need to manufacture in North America
- Visit potential customers and participate in trade shows and conferences in North America and convince them about the quality of the TOPTICA products through demonstrations and presentations.
- Provide support during product demonstrations, tradeshow events, and workshops.
- Provide detailed and profound technical and product advice to the TPI sales team to help them understand the customer requirements, to suggest proper setups and to help with modifications required to assist customer applications.
- Work with the Vice President of Sales & Marketing of TPI to provide any marketing and strategic information gained from research in the North American market and incubate this information into the strategic decisions to grow the North American and global businesses.
- Visit the manufacturing facility in Munich as well as the New York facility to become familiar with the entire product range and the sales and marketing activities specifically in North America.
- Timely trip and service reports.
- Other duties as assigned



**Qualifications:**

This individual should have a hands-on background in ultrafast laser technology development or application development using ultrafast lasers.

- Degree in physics, optics or similar experience, MS required, PhD preferred.
- Hands-on ultrafast laser experience
- Strong ability to confidently communicate
- Excellent computer and project management skills
- Ability to build and maintain customer relationships
- Well organized, structured and task focused
- Eager to grow within the role, develop and build on current skills
- Team-oriented
- Identifying customers problems, consulting and providing a solutions
- Good time management, independent and self-starting