



## (Junior) Business Development Manager

Want to help convince the world's leading tech companies to integrate our breakthrough display technology into the next generations of smart glasses?

**Vitreallab** ([www.vitreallab.com](http://www.vitreallab.com)) is a deep-tech photonics start-up disrupting the augmented reality (AR) display market with its breakthrough illumination architecture. At Vitrealab, we're pushing the boundaries of light engines for AR smart glasses, enabling devices that are brighter, more efficient, and ready for mass adoption.

Our mission is simple but ambitious: make sure future generations of smart glasses displays are powered by Vitrealab technology.

### Job Description

As a Business Development Manager at Vitrealab, you will operate at the intersection of technology, strategy, and partnerships. Your responsibilities will include:

- Creating compelling technical and business presentations, marketing material, and customer-facing documentation
- Building and nurturing long-term relationships with leading technology companies and innovative start-ups
- Developing partnerships with future customers (OEMs), waveguide partners, and manufacturing partners (ODMs)
- Managing and structuring the sales pipeline, supporting internal reporting, and maintaining a consistent external presence (including social media and industry events)
- Do back-office and administrative work related to travel, trade fairs, conferences and logistics
- Participating in trade fairs, conferences, and customer meetings, both online and in person
- Engaging with new contacts independently and converting early discussions into concrete opportunities
- Supporting the development, negotiation, and closing of commercial and strategic agreements

### Prerequisites

#### Mandatory:

- Degree in engineering, physics, photonics, or a related technical field
- Around 3–5 years of experience in business development, technical sales, or customer project management (experience in hardware, photonics, or semiconductor industries is strongly preferred)



- Entrepreneurial mindset with the ability to work independently and proactively
- Strong communication skills with the ability to translate complex technical concepts into clear value propositions
- Excellent English skills (German is a strong advantage)
- Comfortable working in a fast-paced start-up environment
- Willingness to travel internationally to engage with customers and partners
- Only candidates with valid Austrian work permit (RWR+, RWR, Blaue Karte) will be considered for this position

**Nice to have some of the following in addition:**

- Experience with optics, photonics, or optical systems
- Background in marketing, product positioning, or technical storytelling
- Experience using CRM systems and managing sales pipelines
- Ability to work in a dynamic team, think independently, and adapt quickly in a fast-changing environment
- Familiarity with structuring commercial agreements (MoUs, quotations, Statements of Work, JDAs, etc.)
- Experience working with US tech companies or the Silicon Valley ecosystem

**Benefits**

You will have the opportunity to join an international deep-tech start-up at the forefront of AR innovation, scaling Quantum Light Chip (QLC) technology and building light engines that redefine how people see and interact with the digital world.

We are equipped with a state-of-the-art cleanroom facility for pioneering innovation, and grow professionally in a dynamic, collaborative environment.

Salaries are tailored depending on your qualifications and experience, ensuring competitive compensation.

**Location:** Vienna, Austria (On-site)

**Start date:** as soon as possible

**Type of contract:** full-time

**Get in touch**

For more information please get in touch with [work@vitrealab.com](mailto:work@vitrealab.com) and attach your CV.

**Help shape the future of augmented reality displays, one photon at a time.**