We're hiring

Technical Sales, Deep Tech

Location **Palo Alto (hybrid)** Type **Full-time**

The role

Matter42 builds AI software for materials science and compound semiconductor manufacturing. ATLAS Metrology analyzes every characterization measurement (Raman, PL, XRD, IR) and turns it into actionable recommendations. ATLAS Physics AI applies atomistic, meso, and continuum models to predict material and process behavior before it reaches the fab floor.

We sell into markets that are still being defined: new materials for electronics, next-generation semiconductors, and the teams racing to commercialize them. We need a dynamic, hands-on closer who moves at startup speed, thrives in ambiguity, and turns early technical conviction into signed revenue. You own deals from first technical conversation to signature.

What you'll do

- **Close deals in emerging markets.** Win customers at the frontier of materials innovation: advanced-materials startups, R&D-driven manufacturers, equipment innovators, and research labs commercializing new technology.
- **Run fast technical validation.** Scope tight pilots and proofs of value on customer data. Define success criteria up front, deliver in weeks, not quarters.
- **Build the business case.** Translate yield, throughput, and characterization cost savings into ROI that engineering, operations, and procurement all sign off on.
- **Sell to builders.** Work directly with founders, CTOs, and lead scientists who make fast decisions. Find the champion, earn technical credibility, and close.
- **Structure and negotiate.** Lead commercial terms on pilots, design partnership agreements, licenses, and OEM/revenue-share arrangements, working with founders and counsel on IP and data terms.
- **Create the market.** Spot new applications and segments for ATLAS as new materials move from lab to production.

What you bring

REQUIRED

- 5+ years in technical sales or business development in deep tech, with a record of closing deals in new or fast-moving markets.
- Technical depth to hold your own with process and materials engineers.
- Experience with new materials for electronics, such as 2D materials, graphene, wide-bandgap semiconductors, advanced substrates, or novel thin films, and the companies bringing them to market.
- Command of commercial structures: SaaS, enterprise licensing, pilots-to-production, and partner agreements.
- Startup DNA: high energy, high ownership, comfortable without playbooks. You build the process as you go and close without a large support team.

STRONG PLUS

- Background in metrology or characterization (Raman, PL, XRD, IR).
- Experience at an early-stage deep tech startup, or taking a new material or technology to its first customers.
- Degree in materials science, physics, chemistry, EE, or a related field.

What success looks like

First 30 days

Own every late-stage deal. Each active pilot has signed success criteria, a named economic buyer, and a close date.

First 60 days

First signed contract. No pilot runs without a committed path to paid production.

First 90 days

At least two design partners converted to paid agreements. Pipeline at 3x quarterly target.

What we offer

Competitive base, uncapped commission, and meaningful early-stage equity. Full benefits.

A team of physicists, semiconductor engineers, and AI builders who have led $100M+ research programs, developed process technology at leading chipmakers, and built ML systems at scale, so every deal you run has deep technical backing.

Direct impact on how a category-defining company goes to market.

To apply

Send your resume and a short note on the most complex technical deal you've closed to **contact@matter42.com**.