



Position Title: Head of Commercialization

Boulder, Colorado, United States

Company Introduction

Manifest is reimagining manufacturing with its groundbreaking Parallax Volumetric Additive Manufacturing (P-VAM) platform. By instantly forming complete, fully solid parts using precision-controlled multidimensional light, Manifest eliminates layers, supports, and even the printer form factor. Our open, adaptable platform enables manufacturers to unlock previously impossible designs, embed components seamlessly, and integrate continuous additive production directly into existing manufacturing lines. Headquartered in Boulder, Colorado, Manifest is empowering innovators to Manifest Different by accelerating the creation of next-generation products and transforming how industries bring bold ideas into reality.

Role Overview

We are seeking an experienced **Fractional Chief Commercial Officer or Head of Commercialization** to help the company translate strong early market engagement and technical progress into a more focused commercial path, stronger customer conversion, and greater operating leverage.

Why This Role Matters Now

The company is at an important inflection point: we are moving from early market engagement toward more commercial success in the optics market. To support that transition, we are looking to add talent to our team with operating experience that can help us:

- convert customer engagement into revenue generating commercial opportunities
- manage negotiations with potential customers
- sharpen our use-case focus
- improve execution discipline around commercialization priorities
- support decision-making across customer, product, and business workstreams
- help to develop a profitable, sustainable business model
- liaison with engineering to help facilitate customer experience satisfaction

This role is intended to increase the speed and quality of conversion from interest to engagement, and from engagement to commercial momentum.

Core Mandate

This leader will work closely with the CEO and CTO to help drive:

1. Commercial Focus

- refine the most promising initial customer profiles and optics use cases
- sharpen the company's commercial narrative and market positioning
- turn customer interest into commercial partnerships and revenue

2. Traction and Conversion

- strengthen follow-through from early conversations to concrete next steps
- manage the customer pipeline to close customer contracts

3. External Credibility

- enhance the company's presence in conversations with strategic customers, industry stakeholders, and potential partners

- establish Manifest brand recognition and senior operating maturity to external discussions
- help position the company as an emerging player in lenses / precision optics

4. Operating Discipline

- improve cross-functional alignment without adding unnecessary bureaucracy
- help leadership maintain focus on the highest-conversion commercial opportunities

5. Strategic Support to Leadership

- provide experienced judgment on market entry, commercialization timing, and operational readiness
- help leadership distinguish between attractive opportunities and the highest-leverage opportunities
- support better sequencing of technical, commercial, and operational decisions

What Success Looks Like

In the first 3–6 months, success in this role would look like:

- clearer prioritization of the most promising opportunities
- stronger customer conversion, moving partner conversations into meaningful commercial engagements
- a defined commercialization path for the initial market, including target buyer profile, engagement model, adoption requirements, and required proof points
- improved commercial clarity around initial use case, value proposition, and path to adoption
- stronger external engagement quality and credibility, evidenced by deeper introductions within target accounts, follow-on technical reviews, diligence requests, or pilot-oriented discussions
- better operating rhythm and decision discipline across the leadership team
- a clearer roadmap from current engagements to next commercial milestones, including what must be proven technically, commercially, and operationally to advance

Ideal Candidate Profile

We are looking for someone with:

- 10+ years in hardware, advanced manufacturing, precision optics, lenses, ophthalmics, industrial technology, or adjacent sectors
- experience commercializing early technical products, including contract negotiations
- ability to engage credibly with sophisticated technical customers and partners
- judgment around adoption readiness, manufacturing implications, and market focus
- comfort working hands-on in ambiguous early-stage environments

Strongly preferred

- optics, lens, ophthalmic, photonics, or precision-manufacturing exposure
- experience with pilot programs, strategic partnerships, or early commercialization
- the ability to support traction-building without overbuilding process
- experience advising or operating with technical founder teams in a high-upside environment
- good connections and experience in an advanced manufacturing space

Role Structure

- fractional / part-time to start, potential to full-time
- high-impact, strategic operating role
- close partnership with CEO and CTO
- opportunity to evolve with company needs as commercial traction deepens