

Job opportunity (ref. 0028)

Head of Applications

Industrial Deployment & Customer Success

Wormsensing designs, manufactures and deploys Dragonfly®, a breakthrough sensing technology that reveals mechanical phenomena invisible to traditional sensors — enabling predictive maintenance, process optimization, and next-generation industrial performance.

We are now entering a critical scaling phase, where customer success, deployment excellence, and use-case replication are key to growth.

To support our growth, we are looking for a **Head of Applications**.

Your Mission

You build and lead the Applications function to turn technology into scalable, repeatable business, with a direct impact on revenue growth, customer success and product-market fit scaling. Acting as a bridge between product & R&D, sales & partners, and real-world industrial deployment, your goal is to ensure customer successes become repeatable business cases.

Key Responsibilities:

Reporting directly to the executive team, you are at the heart of field execution and company growth:

- Lead industrial deployments (Retrofit & OEM)
- Build, structure, and manage the Applications team
- Formalize and industrialize customer use cases (ROI, replication)
- Support Sales teams (PoC definition, technical validation, deal closing)
- Enable and scale partners and distributors
- Feed the Product roadmap with real-world field feedback

You are...

- **Education:** Master's degree in engineering (Mechanical, Electrical, Electronics, or related field).
- **Experience:** 8+ years of experience in industrial applications, sensors, or instrumentation
- System-level vision (mechanical, data, and industrial systems)
- Builder mindset, with a strong field orientation, impact driven and scale focused
- **Languages:** Proficient in French (C1) and English (B2).
- **Travel:** Open to frequent travel in France and abroad to support customers and attend events.

Why Join Us?

- Work on a breakthrough technology with global impact
- Be at the heart of industrial transformation
- Take a key leadership role in a high growth deeptech company
- Direct impact on company scaling

Apply Now

Ready to redefine the future of sensor technology?



Send your application (Resume + Cover letter) to hr@wormsensing.com.



Location **Grenoble, France**