

# Customer Application Specialist (m/f/d) for Deep Tech Solutions

theBlue.ai GmbH is a Hamburg-based company, focused on deep tech solutions in healthcare but also other industries. We are experts in advanced Cloud Technologies, Computer Vision, Natural Language Processing, and Predictive Analytics. More information can be found here: [www.theblue.ai](http://www.theblue.ai) & [www.sharemedix.com](http://www.sharemedix.com)

We are looking for an enthusiastic and motivated individual to join our team as a **Customer Application Specialist for Deep Tech Solutions (m/f/d) in a full-time position** for our office in Hamburg.

## YOU WILL:

- Help to build the product roadmap for our medical solution ShareMedix and cooperate with internal and external stakeholders to ensure the design, development, and delivery of the new features,
- Deliver product demos and manage sales processes during the whole sales cycle,
- Ensure that customer feedback is gathered according to the strategy defined,
- Identify new business opportunities, new markets, and new ways to reach existing markets, develop and implement plans for selling deep tech solutions (mainly AI-based); identify market segments with high sales closing potential,
- Establish, develop and manage relationships with business partners,
- Advise clients on possible innovations in their activities,
- Strengthen the theBlue.ai brand, generate and develop ideas, and pursue opportunities that will result in alternate routes to market and increased revenue,
- Update your knowledge and understanding of artificial intelligence,
- Work closely with the technical department and marketing department.

## **THIS JOB IS FOR YOU IF YOU:**

- At least one year of experience in IT solutions and having customer contact
- Enjoy working with end customers and corporate clients,
- Are creative, can see and sense business opportunities,
- Love challenges and are persistent,
- Are interested and have knowledge in new technologies, data processing, and artificial intelligence,
- Ability to translate customers' needs into actionable product strategy
- Speak fluent German,
- Know English at a level that allows you to bargain with a foreign customer

## **WHY US:**

- Have an immediate impact on business direction,
- A flat hierarchy with direct access to the founding team,
- Salary adequate to skills,
- Participation in team building and innovation retreats,
- Support and guidance from our coaches and technological experts,
- Exciting projects in Hamburg and around the world,
- Office in the heart of Hamburg: Hamburg-Mitte,
- Informal meetings and drinks after work.

## **CONTACT**

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