

# From Prototype to SaaS: AI Workflows for Industrial B2B SaaS

## About us

We're **demi Technologies**, a Munich-based AI startup from the TUM ecosystem. We're building an AI **Commercial Operating System for industrial SMEs** – powered by a Digital Company Twin that connects products, markets, customer roles, and market knowledge. On top of this Twin, we create **AI workflows that turn company knowledge into concrete business outputs** such as lead recommendations, market insights, sales materials, and go-to-market strategies. We're funded, moving toward scalable SaaS, and **expanding our workflow layer** to deliver repeatable AI-driven results for our customers.

## Your role

You'll work directly with the founders to design and prototype AI workflows on top of demi's Digital Company Twin. This is a highly entrepreneurial role where you'll combine technical thinking with hands-on execution – and see your ideas turn into measurable results.

## Your tasks

- **AI Workflow Design** – Turn Digital Twin data into practical workflows for industrial B2B customers
- **Prompting & AI Operations** – Build, test, and improve prompts, agent logic, and structured outputs
- **Use Case Prototyping** – Create outputs such as lead recommendations, market insights and sales content
- **Customer Testing** – Test workflows and outputs on real cases and challenge results with our customers
- **Quality Improvement** – Evaluate outputs, improve reliability, and document what works

## Your benefits

- ✓ **Real impact** Work on a funded deep-tech startup turning pilot success into SaaS scale-up
- ✓ **1:1 coaching** Get direct mentoring from founders in AI, business building & consulting
- ✓ **Work directly with founders** with backgrounds in deep tech, serial entrepreneurship, and management consulting
- ✓ **Deep insight** into how to build and scale an AI company from the ground up
- ✓ **Access to our industrial development partners** and the TUM / UnternehmerTUM startup ecosystem
- ✓ **Flexible hybrid setup** (in our Munich office or remote)

**You don't need to be a full-stack developer – curiosity for AI tools, structured thinking, and hands-on building matter more. We'll teach you the rest.**

**Send us your CV or LinkedIn profile and a short note on why this project excites you:**  
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Our prior professional backgrounds: