

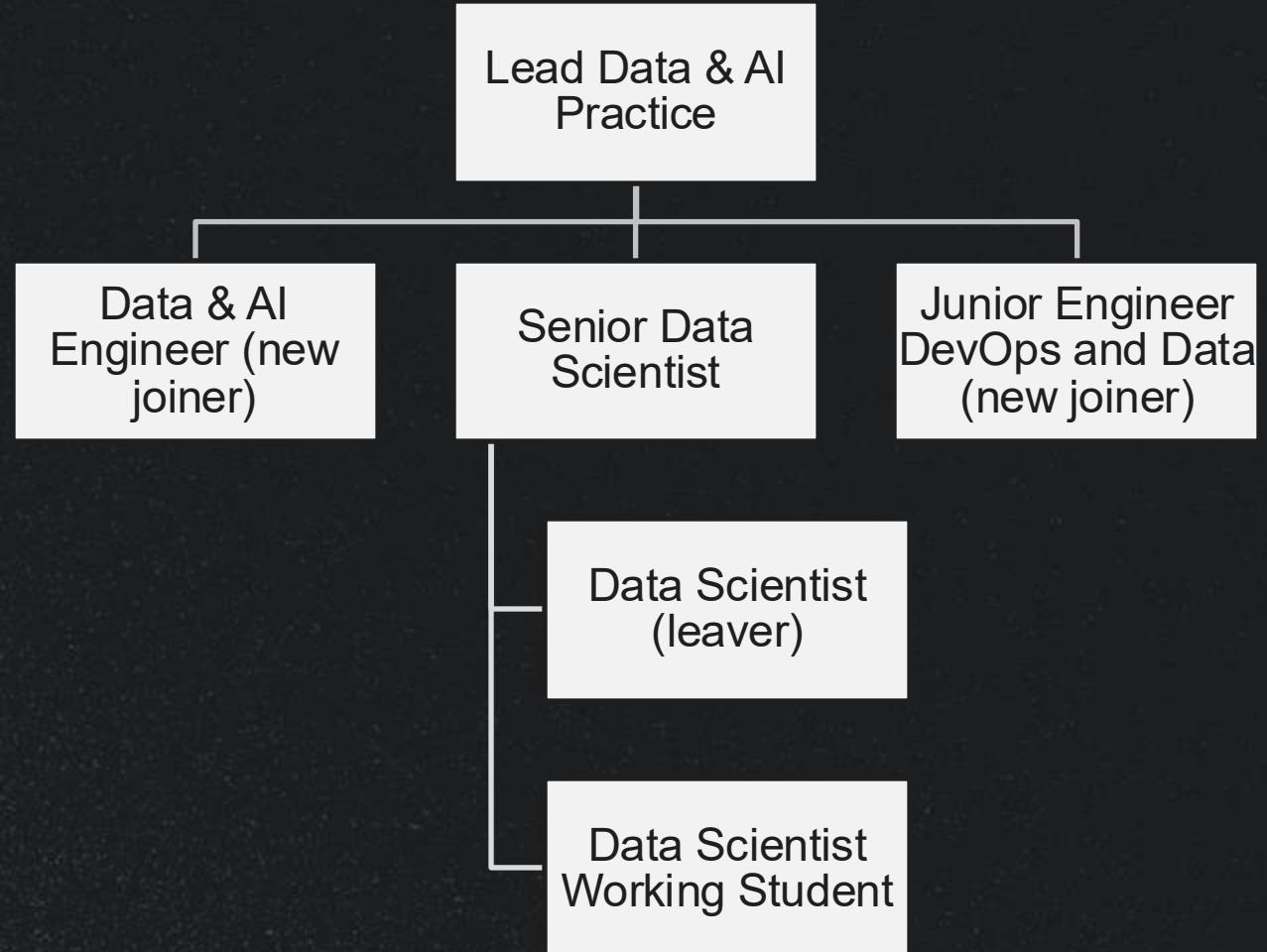
Engineering
your Vision

yukawa

Goals of the Lead Data & AI

- Strategic:
 - Define Technologies, Framework and KI Activities
 - Lead and Develop the Team
 - Provide trend radar to internal and external stakeholders
 - Work with owners to define the role of AI in Yukawa's DNA
- Tech:
 - Oversee Engineering Development
 - Review code and Quality
 - Responsible for solutions
- Marketing
 - Work with owners to define suitable offerings for target customers
 - Present solutions and options to customers
 - Engage in pre-sales (solution sales)

Target Org Structure Data & AI Practice



Offer to Raj

- Base
 - Annual gross salary of 90.000 EUR
- Variable:
 - Up to 10.000 EUR p.a.

Based on goal achievement, e. g. the **revenue generated from Data and AI solutions with new customers**, successful delivery of strategic initiatives, and overall contribution to the growth of the Data & AI business.

The specific targets and evaluation criteria will be defined and communicated at the beginning of each performance period, and payouts (if any) will be determined at the company's discretion based on results achieved.

- Benefits
 - Monthly shopping card (tax free) up to 50 EU
 - Contributions to private pension scheeme
 - Flexible workplace and leave policy
 - Tech equipment of your choice
 - Entrepreneurial engagement in Yukawa and beyond possible