Market analysis and customer discovery for federated learning applications - Project Study

About Luminovo
Luminovo is a deep learning company helping corporations develop tailored AI applications. It was founded by a team of AI experts from Stanford University with work experience from Google and McKinsey, that have relocated to Munich, Germany. We started Luminovo because we want to work with exceptional people on interesting problems. So far, our clients include startups from Silicon Valley and Germany as well as established DAX companies. Our team is made up of best-in-class engineers from distinguished universities. Currently, we are located right next to the English Garden in beautiful Munich.

About Federated Learning
Federated Learning is a technology to train machine learning algorithms without the need to aggregate data in a central repository, but instead training the algorithms locally and only sharing model parameters between clients. With GDPR on the horizon and data privacy issues becoming more ubiquitous, federated learning has the potential to sidestep every AI startups’ largest problem: to convince their clients to hand over their data. Instead using federated learning all clients can jointly benefit from ML algorithms trained on large amounts of data while staying in full control of their own data and privacy.

About your project study
You will spearhead our search for the most impactful application of federated learning. With an initial focus on the healthcare and pharma industry, help us understand who would benefit most from a federated approach, where the pain of aggregating big datasets is the largest, what the best value proposition is and what the size of different opportunities. Take full ownership of conducting market research and analysis, leading the customer discovery process and interviewing different stakeholders for potential use-cases. At the end of the project study you will help the management team make a decision on where to invest further resources regarding the development of federated learning algorithms.

About you
- You are highly motivated and thrive in self-starting environments where you can demonstrate your drive, creativity and resourcefulness
- You are curious about artificial intelligence, machine learning and its applications
- Experience with performing market analyses and/or Steve Blank’s customer discovery process is a plus

What’s in it for you?
- Work closely with ambitious and experienced entrepreneurs
- Get first-hand experience and learn what it takes to evaluate business ideas in the wild
- Learn about AI
- Potential to join the team after the project study if you excel at your work

The start date for you or your team (up to 5) is ASAP.
Please submit your application to: Timon Ruban - timon@luminovo.ai, +(49) 1575 2802359