

Solution Architect



NEURALK-AI

 Full Time Job starting as soon as possible

 Hybrid from Paris (Station F)

 See our website: neuralk-ai.com

Our Mission:

Neuralk-AI is on a mission to help Enterprises build AI solutions that leverage information from structured databases (tabular or graph data) to address real business needs.

What do we build?

- We develop State-Of-The-Art AI embedding models specialized for structured data representation.
- We work on a new variant of Graph Neural Networks that shows the potential to set new standards for representational and transfer learning tasks across structured datasets.
- We tackle several applications in diverse industries, including recommendation engines for e-commerce, data cleaning and enrichment for PIM providers, fraud detection in banking and insurance, and profile matching in recruitment solutions.

About the job offer

Neuralk-AI is looking for a Solution Architect to drive adoption of its products with its early customers.

The Solution Architects will be an integral part of our team, dedicated to driving the successful deployment of Neuralk-AI products within our customer's infrastructure. They will work hand-in-hand with customers from the pre-sale stage to post-implementation, ensuring our solutions not only meet but exceed client expectations.

They will participate in designing Neuralk-AI products so that they meet many customers needs. This is a critical role for Neuralk-AI to propose the smoothest experience to its customers.

The Solution Architect will not be deployed on customer premises, but will follow closely their process of integration from Neuralk-AI offices. They will work very closely with the R&D team to design and implement new features.

Core Responsibilities:

- **Pre-Sale & Sales Activities:**
 - Conduct pre-sale calls to understand potential clients' needs, challenges, and aspirations.
 - Lead qualification calls to pinpoint prospects who would gain the most from our solutions.
 - Collaborate with the sales team to advance the sale pipeline, providing technical expertise and insights where necessary.
- **Product Implementation & Integration:**
 - Guide and support customers in deploying our foundation model into their infrastructure.
 - Work closely with customers to adapt models according to their specific requirements.
 - Assist clients in integrating our model into their technical stack, ensuring a smooth user experience.
 - Do regular meetings with the product and technical teams to relay feedback and suggest improvements.
 - Design and develop product features that would meet the need of many customers.

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- **Customer Success & Support:**

- Continually ensure that the customer is maximising the product's potential.
- Provide post-deployment support, addressing any issues or challenges that arise promptly.
- Conduct periodic reviews with customers to ascertain their satisfaction and gather feedback.
- Offer recommendations for product optimisations or new features based on customer feedback.
- Develop these features if needed.

Required Skills and Qualifications:

- Master in AI / data science.
- Passion for AI, with a constant drive to stay updated and ahead of the curve.
- Proven experience in product implementation in AI or machine learning products.
- Strong communication skills with an ability to explain complex technical concepts in simple terms.
- Demonstrated ability to manage projects and lead them to successful completion.
- Proficient in understanding and developing code.
- Familiarity with front-end interfaces and integration processes.
- Ability to work collaboratively in a team environment.

Our values:

- **Speed and Intensity:** We thrive in a fast-paced environment where everyone takes ownership, driving results with a deep sense of responsibility and a strong collaborative team spirit.
- **Passion for Excellence:** Our team is fueled by a shared passion for continuous self-improvement and embracing new challenges, pushing boundaries to achieve greatness.
- **Unwavering Commitment:** We are dedicated to excellence, rigorously building the best technology for our clients, with a unified commitment to innovation and quality.

Work Environment:

We believe that a strong team spirit is built through meaningful connections and collaboration. That's why we offer a flexible hybrid work model that lets you enjoy the vibrant energy of our office as often as you like, with up to two days of remote work per week.

Our offices are located at Station F, the heart of innovation, surrounded by the most promising AI startups of today.

[Apply now](#)

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