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Senior Data Scientist

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We're hiring a Senior Data Scientist to join a growing team in the AI space. This role involves working closely with prospects to ensure smooth technical evaluations and purchases. The ideal candidates will have hands-on experience in Data Science, solution architecture, prototype development, and managing technical customer relationships in enterprise settings. The company specialises in cutting-edge AI technology solutions designed to unlock hidden value in data, accelerate processes, reduce costs, and drive innovation for businesses and organizations. They provide a full-stack platform, from chip to model, optimized for enterprise and government use. Responsibilities include: and maintaining technical relationships with potential clients; an expert in AI/ML products and staying updated on industry trends; business cases and requirements into technical solutions; technical discovery, qualification, and impact quantification; and delivering compelling demos and technical presentations; managing, and executing prototype/PoC development; as the liaison between the field and product/engineering teams; to customers and trade shows as needed. Requirements: in computer science, Data Engineering, or related fields, or equivalent experience; 5 years of customer-facing experience, preferably in AI/ML; to travel up to 50% nationally and internationally; experience with AI/ML model development, evaluation, and optimization; in Python and PyTorch; Linux system administration skills; with MLOps platforms, API-driven integration, and solution design; proactive attitude and willingness to own the prospect's technical buying experience. Preferred qualifications: in high-growth startups; with a focus on speed and results; to thrive in a dynamic culture and drive innovation; Architect or Enterprise Architect certification is a plus; with server system deployment in data centers.

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