

Agentic Blue



Agentic Blue builds the QA layer to continually improve mission-critical agents. Companies are putting agentic systems into workflows where a wrong output has real operational and financial consequences. Yet, it remains very hard to detect when they fail, why, and how to fix any issues.

Founding Go-to-Market Lead

Funded seat in the Berliner Startup Stipendium, 2,500 EUR/month for 12 months.

City: Berlin; Starting date (earliest): At the earliest possible; Duration: 1 Jahr;
Remuneration: 2,500€/month (gross) stipend; Closing date: 31/10/26

Tasks

We help companies continuously improve their agentic products and workflows. Our platform finds the failure modes of an agentic system before launch, makes the reasoning of a live agent inspectable, and keeps watching for new failure modes once the system is in production and changing. The approach comes from safety engineering in autonomous driving, where the discipline of proving a system is safe under real-world conditions serves as our inspiration.

We are a team of three. Jan (CEO) was Head of AI at CARIAD, the software arm of the VW Group, and has worked in AI for 10+ years. Stephanie (CTO) leads engineering together with Janis, our founding engineer. In the last four months, have run user research interviews, tested with our first friendly users, and are working towards acquiring our first paid customers.

We were selected for the Berliner Startup Stipendium, Batch III, on critical infrastructure resilience. That gives us two more funded seats to complement our technical backgrounds.

What you would own

You work closely together with Jan to prepare and execute our Go-to-market strategy. You evaluate and prioritize different sales channels and design the corresponding campaigns. You get the chance to lead acquisition and closing at a very early stage.

Customer discovery: We are still in continuous discovery mode. Your task is to define and identify ICP and to conduct user research interviews with them. We will align on our learnings and decide in which direction we should go next.

Pipeline and outreach: We have a few opportunities and warm introduction in the DACH and Bay Area. You would run outbound with these companies to research accounts, find the right engineering or product lead, write the message that gets a reply, book the call.

Marketing and content: Enterprise buyers in this space are educating themselves right now. LinkedIn presence, technical content, case write-ups, webinar and event follow-up, demo assets. You would build the top of the funnel from close to nothing together with our technical inputs.

Deals: By the end of the twelve months you should be running first calls yourself and

taking pilots from intro to signature alongside Jan.

Requirements

- Some evidence you have sold, marketed or built a pipeline before. A student consultancy, a university venture, an internship where you actually did outreach, a newsletter you grew, an event series you filled. We care about what you ran, not the logo above it.
- Clear communication. Clarity of speech signals clarity of thought, so please share something with us where you argued your point.
- Comfort talking to technical people about a technical product. You do not need to know how agents fail today, but you need to be the kind of person who reads the docs before the call.
- German at a professional level and English at a working level, or the reverse plus a plan. Our buyers are mostly in the DACH region.
- Resilience about rejection and enough structure to keep a CRM honest.

What we offer

- 2,500 EUR per month (gross) for 12 months. This is a personal scholarship and not an employment contract, so you handle your own taxes, health insurance and social security. There is no statutory vacation entitlement.
- Incubation, coaching and workshops through the Science & Startups Academy, plus access to Berlin university labs and the wider ecosystem.
- Partial ownership of the sales and business development function in a start-up that is talking to serious enterprise customers from month one. Work and learn in a fast-paced environment.
- The ability to work in a growing market, embed yourself in the start-up ecosystem, and learn from a great team.

Application

These are hard requirements from Science & Startups. Please check them before applying.

- Main residence registered in Berlin, for the entire funding period.
- Full-time commitment, 35 hours per week, on site in Berlin. Any employment contract must end before the stipend starts. A leave of absence is not enough.
- Not in full-time studies. If you are still enrolled, you must have completed all mandatory ECTS and have your bachelor or master thesis registered. We will need a copy of the registration.
- Early-career, first-time founder. This program is for people at the start of the path, not for experienced freelancers or senior hires.
- No parallel public benefits (BAföG, unemployment benefit, parental allowance) and no previous EXIST, BSS or comparable startup scholarship.
- Valid residence permit covering the full funding period and permitting self-employment. International applicants are welcome.

More information at <https://stellenticket.de/207106/HTWB/>
Offer visible until 13/10/26

