

Seoha Lee

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PROFILE

Translating ambiguous business needs into actionable technical requirements. Skilled in scoping LLM-based solutions, leading cross-functional alignment across global Sales, IT, Product, and Legal teams. Hands-on experience from problem framing and vendor evaluation to deployment and user enablement.

EDUCATION

University of Tübingen

B.A. International Studies in Computational Linguistics (ISCL)

- Relevant coursework: Neural Network in Practice, Natural Language Processing (NLP), Machine Learning, Statistics, Mathematics for Machine Learning, and core areas of Linguistics to bridge language and technology.

Oct 2023 – Sep 2026
Tübingen, Germany

Chungnam National University

B.A. Psychology (2 Semesters)

Mar 2022 – Dec 2022
Daejeon, South Korea

EXPERIENCE

AI Automation & Deal Desk - Working Student

Giesecke+Devrient ePayments

- Scoped and led conception of LLM-based automation initiatives for global commercial operations, translating ambiguous business needs into technical requirements and aligning stakeholders across Sales, IT, Product Management, Legal, and Customer Success teams in multiple regions.
- Conducted vendor evaluation and build-vs-buy analysis across enterprise AI and commercial-operations tooling, informing strategic decisions on AI adoption and platform selection.
- Designed and deployed agentic LLM workflows for global RFP/tender processing, accelerating preparation time and standardizing output quality across distributed teams.
- Drove enterprise AI adoption through workshops, user guides, and structured onboarding for non-technical commercial teams, increasing tool uptake across the function.
- Built internal request workflows by integrating Microsoft 365 components (Forms, SharePoint, Teams), partnering with IT to address data governance and downstream-usage requirements.
- Currently exploring LLM and retrieval-based approaches for internal knowledge access, including user research, requirement scoping, and architecture evaluation.

Jan 2026 – Present
Munich, Germany

Working Student

Maddox AI GmbH

- Translated user behavior and data-quality trends into actionable product insights, partnering with the engineering team to prioritize model improvements and increase the reliability of vision-AI features.
- Identified recurring failure patterns through structured analysis and proposed targeted improvements, reducing critical edge cases and improving user-visible performance.
- Managed bilingual (EN/DE) customer knowledge systems and facilitated structured feedback loops between engineering and business stakeholders, improving product clarity and cross-team collaboration.

Mar 2024 – Aug 2025
Tübingen, Germany

Teaching Assistant: Logic

University of Tübingen

Co-managed course operations for 100+ students, led content production via GitHub workflows, and designed evaluation criteria.

Sep 2024 – Present
Tübingen, Germany

PROJECTS

Physical Marker Detection Pipeline

Maddox AI GmbH

- Scoped and validated a marker-based annotation approach to simplify data labeling workflows for non-technical end users, reducing reliance on specialized annotators.
- Designed and shipped an end-to-end prototype pipeline — from automated data capture through model inference to a two-class marker detection algorithm.
- Built visualization and failure-analysis tools, evaluated alternative marker designs, and translated findings into actionable recommendations for the external partner.

Mar 2025 – Jul 2025

LANGUAGES

- English C1
- German B2
- Korean Native

SKILLS

AI & LLM: Agentic AI Workflows, LLM Integration, Prompt Engineering, AI Adoption

Programming & Tools: Claude Code, Python, Java, SQL, HTML, CSS, Unix Command Tools

Software & Platforms: JIRA, Confluence, MS 365(Powerpoint, Excel, Word, Teams), PowerBI, Tableau, Github, GitLab, Linux

Soft Skills: Cross-functional Collaboration, Stakeholder Management, Strategic Thinking, Workshop Facilitation