



General Question

Where to implement AI at aviationscouts? Where first? And how?

About aviationscouts GmbH

aviationscouts GmbH is a leading provider of aircraft passenger seats and interiors, specializing in surplus management, refurbishment, and certified maintenance solutions. We operate the marketplace aviationgate.com, connecting buyers and sellers of aircraft seating and interior components worldwide. With over 12,000 PAX in stock and more than 14,000 part numbers from enhanced interiors, we support airlines, MROs, and leasing companies with sustainable cabin solutions. Together with our sister company AES, we are part of the Aerotec Group and offer full-service capabilities for cabin upgrades, modifications, and repairs.

Background

With the growing potential of Artificial Intelligence (AI), companies across all industries are rethinking how to optimize and digitalize their operations. For small and medium-sized enterprises (SMEs) like aviationscouts GmbH, this transformation holds significant opportunities to reduce manual effort, increase efficiency, and streamline internal workflows.

At aviationscouts, we are committed to exploring how AI can support our digital transformation journey. From marketing and sales to operations, engineering, and repair shop activities — we aim to identify where AI can bring the most value. The goal of this thesis is to analyze internal workflows, identify optimization potential through employee interviews, and develop a concrete roadmap for the application of AI technologies that drive efficiency and process improvement.

Tasks

1. Internal Process Mapping

- Analyze current workflows by conducting interviews with employees across departments such as Marketing, Sales, Operations, Engineering, and the Repair Shop.
- Identify process areas with potential for AI-based improvement, automation, or time savings.

2. Define AI Use Cases

- Based on findings, propose AI technologies (e.g., machine learning, NLP, predictive analytics) for targeted use cases.
- Prioritize use cases based on feasibility, expected impact, and available resources.

3. Develop an Implementation Plan

- Create a practical roadmap with concrete steps and a timeline for AI adoption.
- Simulate selected AI-supported process improvements and evaluate measurable outcomes where applicable.

4. Assess Benefits and Challenges

- Conduct a cost-benefit analysis and evaluate operational and organizational impacts.
- Identify potential risks, limitations, and technical requirements for implementation.

5. Final Recommendations for Implementation

- Create a clear roadmap for introducing AI-supported processes at aviationscouts.
- Suggest next steps, required resources, skills, potential partners or tools.

Key Areas – with Focus on SME Digitalization

1. Process Automation

Automating repetitive tasks such as quotation handling, document classification, and follow-ups.

2. Predictive Analytics & Data Insights

Opportunities for AI-enhanced decision support systems in areas like inventory planning, repair prioritization, and sales forecasting.

3. Customer Interaction & CRM Enhancements

Exploring how AI can support lead qualification, email routing, or customer follow-up automation.

4. Workforce Efficiency and Task Management

Use of AI to support workload distribution, task tracking, or knowledge management tools — tailored to the needs of an SME.

5. Digital Readiness & Culture in SMEs

Evaluation of the current digital maturity level and how AI adoption can support sustainable digital growth at aviationscouts.

Facts

Location:	Lichtenfels/Remote (Hybrid)
Employment Level:	Bachelor / Master's Thesis
Minimum Duration:	6 months
Work Time:	Full-time

Desired Profile

- Enrolled in a program in Business Informatics, Data Science, Engineering, or similar
- Interest in AI, process optimization, and digital transformation
- Experience with data analytics tools or AI platforms is a plus
- Strong analytical skills, independent mindset, and structured approach

We Offer


- Practical use case with real company data
- Supervision by internal experts and academic collaboration
- Flexible working setup and possibility for student employment

Apply Now

We look forward to receiving your application! Please send the following documents to:

 **Hemal Bharadva** | hemal@aviationscouts.com

 Motivation Letter (max. 1 page)

 CV incl. relevant skills and experience

 Current Transcript of Records

 **Start Date:** Flexible upon agreement

 **Compensation:** Potential for stipend or working student contract