

INTERVIEW SST TEAM MEMBER

Interviewer:

Josephine Menz
Head of Communications



In Interview:

Lucas Corts
Head of Business Development



I welcome Lucas Corts for an interview.

1. First of all, please tell us which area you are responsible for at SST and what your tasks include.

Answer Lucas:

I am active as the Head of Business Development, and I identify new strategic business opportunities and develop new customer relationships and collaborations. To do so, I am analyzing our customer needs and develop strategies to acquire new customers or to increase sales with existing customers in terms of cross- or up selling. At the end, my goal is to further expand the company's market and finally be present in each steel mill worldwide. If SST is succeeding in doing so, I am doing my job right!

2. What is your original matter/subject and what did you do before joining SST?

Answer Lucas:

From my educational Background I studied Business Administration and further advanced with a M.Sc. in Technology and Innovation Management. During my Master Thesis I developed a Predictive Maintenance Model with a special focus on Hot Strip Mills. This is where my background of growing up in the steel industry came into place quite nice.

I grew up in our family business Josua Corts Sohn & Corts Engineering. Corts is a specialized company that focuses on plant efficiency of Sinter and Rolling Mills and related engineering services. Since one of the companies was founded in 1835, we of course have a solid knowledge and a very deep network that hopefully will help to transform the industry by using the AI Solutions of SST.

Before I joined SST, I worked at a Technology and Management consultancy firm for five years. As a Senior Consultant I was responsible for large IT Transformation and IT Strategy projects at DAX Companies and smaller firms, where I gained many industry insights across different functions. This was a very valuable experience that will help me to further scale SST and our Business Model.

3. Is there any achievement that you are particularly proud of?

Answer Lucas:

My latest achievement that I am particularly proud of was a successful speech at the AISTech 2021 in Nashville Tennessee in front of industry experts and customers. I presented our Systematic Application of AI to Quality from Steelmaking to Galvanizing. Together with our VP Metallurgy we entered the US market and had a great week with very promising meetings and discussions before and after our presentation.

4. We would have one final question: What do you want to achieve with SST 2021?

Answer Lucas:

2021 was a good year if we could convince at least three new customers of our AI solutions and generate significant savings for them.

This was our interview with Lucas Corts, Head of Business Development at Smart Steel Technologies.

We hope you enjoyed reading it!