

MATTHIAS F. KUFNER

Presales Solutions Engineer · Technical Discovery, Product Demonstrations & Enterprise Data Workflows · Python, JavaScript & APIs · Bilingual DE / EN

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linkedin.com/in/matthias-kufner-14abb3197 | Dual German & US Citizen | Open to travel across Europe



PROFESSIONAL SUMMARY

Bilingual German-English Presales Solutions Engineer with a Bachelor of Engineering in Mechatronics and Robotics and almost three years of customer-facing software delivery experience within the Airbus A400M programme. Worked directly with engineering stakeholders from requirements definition through implementation, testing, documentation and delivery. Developed a React and Python platform used by more than 40 engineers, an integrated bug-reporting capability and Python-based SAP automation that reduced recurring manual work by approximately 60 percent. Technical experience includes Python, JavaScript, React, Node.js, SQL, relational databases, REST APIs and Git-based development.

Currently combines international B2B sales and technical consultation with customer acquisition, discovery conversations, proposals, live product demonstrations and structured follow-up. Developed a Claude-based multi-agent platform connected with CRM data and communication workflows. Brings a strong foundation for Sumo Logic's technical discovery, solution presentations, customer trials and Proof of Value projects, together with practical AI proficiency, confident bilingual communication and the motivation to build deeper expertise in SIEM, log analytics, cloud observability and modern application infrastructure.

EXPERIENCE

Solution Consultant & AI Integration Lead · [KC Wearable Technologies S.r.l.](#) · 11/2025 – present

Remote · Ingolstadt, Germany

- **AI workflow design & deployment:** Designed and built a live multi-agent AI system on the Claude API: Research Agent profiles companies autonomously via structured prompting, personalised Outreach Agent generates and dispatches communications at scale. Full production deployment as the core commercial workflow across three continents
- **Platform automation & integration:** Built and operate the full stack: LLM agents, prompt engineering, CRM integration via Google Sheets API, SMTP relay. Running in production across Europe, the Middle East and Asia
- **Solution positioning & demo assets:** Built all demo scripts, solution presentations, technical data sheets and multilingual collateral from scratch, adapted for both technical and executive audiences
- **Customer engagement & discovery:** Led discovery and relationship development with enterprise customers across multiple industries, translating complex platform capabilities into clear business outcomes

Solution Consultant & Software Engineer (on-site at Airbus) · [ALTEN Germany](#) · 03/2023 – 01/2026

Manching, Germany · On-site

Embedded on-site at Airbus Manching through ALTEN across the A400M programme. Led discovery workshops with engineering and operations stakeholders, designed and delivered platform solutions independently, drove adoption in a safety-critical production environment.

- **Enterprise platform delivery & adoption:** Sole architect and builder of a centralised platform replacing multiple legacy tools: React frontend, Python/SQL backend. Adopted in daily production by 40+ engineers across departments
- **Workflow automation — 60% efficiency gain:** Identified high-friction manual workflow, built Python automation for SAP integration, reduced manual workload by ~60% and improved data quality across the department
- **Discovery workshops & solution delivery:** Led discovery workshops with engineering and operations customers, structured complex requirements into clear solution designs, managed delivery from scoping through deployment and adoption
- **Proof of concept to production:** Took every solution from initial prototype through production deployment, produced technical documentation, ran enablement sessions and provided ongoing support

Project Manager · [KC Wearable Technologies S.r.l.](#) · 07/2021 – 03/2023

Lonato del Garda, Italy · On-site

- **Hardware product — concept to market:** Led development of CoolStream active cooling vest from concept through manufacturing with partners in Shenzhen, China to market launch
 - **CRM & ERP implementation:** Implemented an ERP system covering cross-border operations, supply chain visibility and CRM, unifying engineering, sales and production on a shared platform
 - **Market research & go-to-market:** Conducted competitive research and built go-to-market plans across law enforcement, luxury hospitality and industrial workwear verticals
 - **Early AI adoption:** Introduced AI-assisted workflows across product development, documentation and customer engagement before this was common practice
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KEY PROJECTS

Live AI Workflow Platform

Production multi-agent AI system on the Claude API operating as the core commercial workflow for KC Wearable Technologies. Research Agent profiles companies via structured prompting, Outreach Agent generates personalised communications at scale. Integrated with CRM and email relay. Running across Europe, the Middle East and Asia.

Technologies: Claude API · LLM agents · Prompt engineering · Python · REST APIs · Google Sheets CRM · SMTP

Enterprise Platform Delivery: Airbus A400M

Sole owner: replaced fragmented legacy tools with a centralised React and Python platform for the A400M department at Airbus. Architecture, frontend, backend, database design and deployment all handled independently. In daily use by 40+ engineers.

Technologies: React · Python · SQL · Git · REST APIs

TECHNICAL SKILLS

Programming: Solution consulting · Discovery & demo delivery · POC/POV delivery · Executive briefings · Competitive analysis

Technical: Python · AI/LLM systems · Workflow automation · REST APIs · SQL · CRM platforms · API integration

Domain knowledge: Enterprise SaaS platforms · Workflow automation · ERP & SAP · AI integration · Process optimisation

Engineering: Mechatronics · System integration · Product lifecycle management

Languages: German (native) · English (native) · Spanish (intermediate)

EDUCATION

Bachelor of Engineering (Hons) — Mechatronics & Robotics · [University of Sheffield](#) · Sep 2018 – Jul 2021

Sheffield, UK · 2:1 Honours

- **Core subjects:** Mechatronics, robotics, control systems, embedded programming, mechanical design, signal processing, software engineering and intelligent systems
- **Final-year project:** Robotic system integration; built the grounding in hardware-software integration that carried into later work at Airbus and in enterprise platform delivery

International Baccalaureate (IB Diploma) · [Munich International School](#) · Sep 2004 – Jul 2018

Starnberg, Germany

14 years of international education in a fully bilingual English/German environment. Higher-level Mathematics, Physics and Chemistry.

References available on request