



Lonato del Garda, 15 August 2026

Interim Letter of Reference for Mr. Matthias Kufner

To Whom It May Concern:

It is my pleasure to provide this interim letter of reference for Matthias Kufner. We had fond memories of his earlier time with KC in Italy from 2021 to 2023 and were delighted when he returned to us in November 2025. Since then, he has been working remotely from Ingolstadt, Germany, as a freelance Sales Engineer and AI Automation Lead. This interim reference relates exclusively to the work he has carried out since his return.

In his current role, Matthias combines strong engineering knowledge with a practical approach to customer work, international business development and sales automation. He supports our international sales activities by researching markets and target companies, contacting prospective customers, preparing presentations and proposals, and handling customer follow-up.

Matthias has represented KC at international industry exhibitions, where he conducted live product demonstrations, answered questions from buyers and identified potential business opportunities. He communicates clearly with technical specialists, buyers and senior decision-makers and adjusts the level of detail to the person he is speaking with.

He also takes part in important meetings with corporate and institutional customers in luxury hospitality, law enforcement, workwear, sport and fashion. He prepares carefully, presents our solutions with confidence, answers detailed technical questions and helps turn customer requirements into realistic product and development options. His engineering background allows him to discuss technical details with credibility while keeping the customer's practical needs and commercial priorities in view.

Matthias has also made an important contribution to our digital sales activities. He rebuilt the KC website and produced product videos that explain our technologies to customers who cannot see them in person. He revised presentations, technical data sheets, proposal templates and multilingual sales materials. These materials are now used at exhibitions, during video calls, in direct outreach and for customer follow-up.

One of Matthias's main technical projects has been the development of a multi-agent AI sales system using Claude from Anthropic. He created a Research Agent that prepares profiles of target companies and an Outreach Agent that produces personalized communications. He connected these agents to a Google Sheets CRM and an SMTP workflow. The system is used in our daily prospecting activities across Europe, the Middle East and Asia. Through this project, Matthias has shown that he can turn a business requirement into a working system, implement it independently and build appropriate human review into the process.



Matthias is intelligent, proactive, dependable and quick to learn. He communicates confidently in both English and German, works well with people from different professional and cultural backgrounds, and takes responsibility for his work.

This interim reference is issued at Matthias's request. He has been passionate about artificial intelligence for many years and now wishes to make AI the focus of his career. We are sad that he will be leaving us but we fully support this decision. Based on his work with us, we recommend him without reservation for AI-focused positions that combine technology, customer interaction, implementation and commercial understanding. We wish him every success and all the best for the next stage of his professional career.

With best wishes,

A handwritten signature in blue ink, appearing to read 'S. Cinel', is written over a light blue horizontal line.

Sofia Cinel
Owner and Managing Director