

CURRICULUM VITAE

FELIX EGGSTEIN

AI + Agentic Engineer, CEO, Major Account Manager, Consultant, Problem Solver, Speaker

If you are looking for experience at the intersection of people and machines, I bring more than a decade of experience in international B2B IT services. That gives a rounded picture of my capabilities and a broad perspective on the requirements of modern business environments. With knowledge of business psychology and a constant drive for improvement, I have created stable foundations for progress even in dynamic environments. I am especially motivated by successful recipient design: tailoring communication to the audience and context.

Personal Data

- **Name:** Felix Eggstein
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Professional Experience

Period	Company	Position	Responsibilities
March 2026 - present	Shugo Ltd.	Self-employed	<ul style="list-style-type: none"> - Quantitative analyses for robust statistical evaluations in order to beat the index. - Development, testing and operation of automated trading systems with a maximum drawdown of 10% and an expected annual profit of 12% (beating a comparable index). - Development of an international transaction consulting offering for tax advisors in Cyprus using Cyprus <-> UK as an example. The benefit is at least a 50% cost reduction when involving external specialists for international transactions.
July 2024 - March 2026	Shugo LLC	Co-Founder & CEO	<p>Projects in the highly competitive Bittensor environment:</p> <ul style="list-style-type: none"> - Architecture and development of the world's first decentralized edge platform with integrated protection against DDoS attacks. Our shield completely eliminated this type of attack while reducing costs by 60% compared with competitors. - Development, buildout and operation of virtual data centers with usage-based and predictive scaling up and down. This achieved cost savings of around 40% with monthly spend of around EUR 15,000. - LLM hosting, fine-tuning and augmentation, e.g. external reasoning pipeline; my own "Ralph Wiggum Loop", before it became popular, is published on GitHub. - Robust, synchronized, scalable synthetic data

generation with database streaming. Frontend and backend architecture plus orchestration for own model training.

- Various n8n workflows on local systems, for example researching topics, matching them with the current social media platform algorithm and drafting optimized text accordingly.

August 2022 - December 2024

Arturai BV Tech

Major Account Manager

- As the company's first German-speaking employee, responsible for building business relationships in the DACH region. In the first year I won 13 new customers for us with average monthly revenue of EUR 16,000.

- Specialization in cybersecurity, web performance and cloud computing. I learned the impact and scale of cyberattacks in real-world environments. Through conversations with specialists, data center administrators, manufacturer trainings and my own projects, I built broad thinking and competence in these fields.

- Close collaboration with colleagues from Akamai in Munich. Many business trips between Munich, customers throughout DACH, and company offices in Rome and Porto.

- Focus on upper mid-market companies from EUR 50 million annual revenue upward (2024 annual revenue: EUR 1,120,000 with 15 additional new customers and expansion of existing customers).

- Management of the sales process, customer events and industry trade fairs. At IT-SA in Nuremberg I acquired the most leads and customers by revenue size.

- Internally: eliminated Excel lists for revenue tracking by introducing HubSpot. Mapped the MEDPICC method with standard forms in the CRM. Simple tracking for managers and transparency over the individual seller's next steps.

December 2020 - July 2022

Kunze & Ritter GmbH

IT Sales Consultant

- Business development and account management for the newly created Black Forest IT brand. I dispelled the "box pusher" image and positioned Kunze & Ritter as a capable IT service provider. New customer acquisition in 2021: 26 customers with total revenue of approx. EUR 350,000.

- Development, planning and management of comprehensive IT projects with a focus on cybersecurity in the SMB segment and the public sector.

- Internal development of maintenance contracts and negotiation with prospects. I incorporated specific customer requirements into offer packages that are still used as standard templates today.

- Onboarding and leadership of new employees in IT. To make the rapidly growing team productive as quickly as possible, I took new employees directly to customers so they faced concrete tasks that could then be delegated accordingly.

- Development of requirement profiles according to ISO 9001 / 27001.

August 2017 - November 2021

Kunze & Ritter GmbH

Consultant Business Solutions

- Design and implementation of automated processes in print and document management under GDPR requirements. I reduced processing time by at least 30%

while drastically increasing findability.

- Customer focus on particularly documentation-heavy industries such as automotive. Early on, I spent more days at customer sites than in my own company and therefore got to know a broad spectrum of work processes. Most important learning: change management
- mastering the human barriers to change.

March 2013 - October 2013	Drubba GmbH	Seasonal Sales Consultant	- Presentation of Black Forest watch history
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- Advising international customers

October 2010 - September 2011	F & S Dialogmarketing	Telephone Contact Agent	- New customer acquisition
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- Upselling

July 2008 - May 2009	Krankenhaus Barmherzige Brüder München	Civilian Service	- Transport service
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Education

Period	Institution	Degree / Notes
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February 2014 - July 2017	Dual vocational training, Kunze & Ritter GmbH	Degree: IT-Systemkaufmann IHK
September 2009 - December 2012	HS Fresenius Idstein	Business psychology
November 2006 - June 2008	Ambrosius Blarer Gymnasium Gaienhofen	Degree: General Abitur

Knowledge & Skills

Languages

- English: Fluent with KMK certificate
- French: Basic knowledge

Skills

Agentic Engineering, Acquisition, Sales Conversations, Presentations, GDPR, IT-Grundschutz practitioner certification, Sales Training, Project Management, GOBD, ISMS / ISO 27001, Network Technology, IT Security, Cybersecurity, Workflow Design, Documentation, Analysis, Process Optimization, Sales Strategy, Project Calculation, Consulting, Federal Funding Programs, Linux (Ubuntu 22.04 + NixOS)

Interests

- Productivity
- Mindset
- Bouldering
- Business news, IT trends