

KEVIN LEON

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EDUCATION

IE SCHOOL OF SCIENCES AND TECHNOLOGY **MADRID, SPAIN**
Master of Science in Computer Science & Business Technol **SEPT. 2025 – JULY 2026**

- IE Foundation Scholarship | Class representative.

LEIPZIG UNIVERSITY OF APPLIED SCIENCES **LEIPZIG, GERMANY**
Bachelor of Arts in International Management **OCT. 2020 – SEPT. 2023**

- Bachelor’s research on AI Use Case Identification in partnership with VNG H&V (1.6).
- IT Process Management Project in partnership with KPMG (1.0).

PROFESSIONAL EXPERIENCE

ALSO GERMANY **SOEST, GERMANY**
Microsoft Security Go-To-Market Manager **APR. 2025 – SEPT. 2025**

- Identify high-potential partners, design AI and security-focused go-to-market plays, and coach partner teams.

MICROSOFT GERMANY **BERLIN, GERMANY**
Nonprofit Go-To-Market Manager DACH & Spain **OCT. 2023 – APR. 2025**

- Led Non-profit Cloud business to 118 % of quota by recruiting high-potential partners and surfacing high-propensity customers.
- Built relationships with 9 distributors, increasing partner onboarding 60 % YoY.
- Ran tailored GTM campaigns boosting engaged-partner revenue 20–40 %.
- Directed 13 grant-funded projects with 7 strategic NGOs; delivered 110 % target.
- Orchestrated press, social media & events with agencies, C-suite and public bodies, amplifying reach.
- Led Digital Inclusion Initiative, training 180 % of planned learners.

AMAZON EU S.À.R.L. **MUNICH, GERMANY**
Retail Vendor Account Manager Intern **SEPT. 2023 – OCT. 2023**

- Researched and analysed the telecommunications category to inform vendor negotiations.

DIGITALL NATURE GERMANY **LEIPZIG, GERMANY**
Microsoft Business Applications Project Manager **APR. 2023 – SEPT. 2023**

- Produced customer-facing Power Platform & Dynamics 365 offers for Microsoft Partner Marketplace Led Non-profit Cloud business to 118 % of quota by recruiting high-potential partners and surfacing high-propensity customers.

KEVIN LEÓN FUNKO POP! SHOP **LEIPZIG, GERMANY**
E-Commerce Owner **APR. 2022 – DEC. 2022**

- Generated €9.7 k revenue (~191 % ROI) via eBay store for collectible toys.

MICROSOFT GERMANY **MUNICH, GERMANY**
Data & AI Program Manager Intern **MAR. 2022 – APR. 2023**

- Managed program spanning 202 partners / 4 vendors; standardised processes and marketing assets, lifting performance 110 % and receiving Outstanding Performance Award.
- Orchestrated and delivered enablement for 70+ partners across Data & AI workloads.

SKILLS

Azure | Python | Copilot | Microsoft 365 | Microsoft Defender | Cloud Computing | Adobe Creative Cloud | Photography

LANGUAGES

Spanish (Native); German (Fluent); English (Fluent)