

Kevin León

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WORK EXPERIENCE

Microsoft Deutschland GmbH (Berlin)

Aug. 2024 – Present

Business Development Manager DACH & Spain – Tech for Social Impact

Remote

- Led Nonprofit Cloud License growth, achieving 118% of target by recruiting high-potential resellers and identifying high-propensity customers.
- Built and managed relationships with 9 indirect providers, driving a 60% YoY increase in reseller onboarding.
- Managed tailored go-to-market campaigns boosting revenue performance of engaged resellers by 20–40%.
- Standardized processes and provided strategic guidance to resellers and nonprofits.

Project Manager DACH & NL – AI Skills Initiative

(Oct. 2023 – Aug. 2024) Remote

- Managed 13 grant-funded projects with 7 strategic nonprofits, exceeding targets (110%+ achievement).
- Coordinated press releases, social media, and events in partnership with agency teams, C-level executives, and government stakeholders to boost projects visibility.
- Led Digital Inclusion Initiative (7 events, 180% learner target).

Amazon EU S.à.r.l., Niederlassung Deutschland

Sep. 2023 – Oct. 2023

Retail Vendor Manager - Intern

Munich

- Conducted Telecommunications market research and analyses.

DIGITALL Nature Germany GmbH (Karlsruhe)

Apr. 2023 – Sep. 2023

Microsoft Business Applications Division - Working Student

Remote

- Created customer-facing Power Platform and Dynamics 365 offerings for Microsoft Partner Marketplace.

Kevin León Funko Pop! Shop

Apr. 2022 – Dec. 2022

E-Commerce Owner

Leipzig

- Sold collectible toys on e-Bay (9.7K EUR revenue, ~ 191% ROI).

Microsoft Deutschland GmbH (Munich)

Mar. 2022 – Feb. 2023

Data & AI Program Manager - Intern and Working Student

Remote

- Managed program with 202 partners and 4 vendors, recruited 54 partners, standardized processes and created marketing content, driving a 110% performance boost and earning Outstanding Performance Award.
- Orchestrated and delivered Technology Enablement Programs for over 70 partners.

EDUCATION

Leipzig University of Applied Sciences (HTWK Leipzig)

Oct. 2020 – Sep. 2023

B.A., International Management – 1.4

Leipzig, Germany

- 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

SKILLS, CERTIFICATIONS & PROJECTS

- **Skills:** Growth and Learn-It-All Mindset, Customer Obsession, Leadership, Active Listening, Relationship Management, Prospecting, Entrepreneurship, Public Speaking, Microsoft 365 Administration, Adobe Creative Cloud, Photography
- **Certifications:** AZ-900, AI-900, DP-900, PL-900, MS-900, Career Essentials in Generative AI
- **Projects:** [Azure Static Web App \(Azure AI Service, OpenAI DALL-E\)](#), [Photography Portfolio](#)
- **Languages:** Spanish (native speaker), German (C1+), English (C1+)