

KEVIN LEON

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EDUCATION

**IE SCHOOL OF SCIENCES AND TECHNOLOGY** **MADRID, SPAIN**  
*Master's in computer science & business technology* **SEPT. 2025 – JULY 2026**

- IE Foundation Scholarship | Class representative

**LEIPZIG UNIVERSITY OF APPLIED SCIENCES** **LEIPZIG, GERMANY**  
*Bachelor of Science, Industrial Engineering* **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**  
*Manager Operations* **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**  
*Microsoft Business Applications Project Manager* **APR. 2022 – DEC. 2022**

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

**MICROSOFT GERMANY** **MUNICH, GERMANY**  
*Nonprofit Go-To-Market Manager DACH & Spain* **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)