

KEVIN LEON

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EDUCATION

IE SCHOOL OF SCIENCES AND TECHNOLOGY <i>Master's in computer science & business technology</i> • IE Foundation Scholarship Class representative	MADRID, SPAIN SEPT. 2025 – JULY 2026
LEIPZIG UNIVERSITY OF APPLIED SCIENCES <i>Bachelor of Science, Industrial Engineering</i> • 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	LEIPZIG, GERMANY OCT. 2020 – SEPT. 2023

PROFESSIONAL EXPERIENCE

ALSO GERMANY <i>Microsoft Security Go-To-Market Manager</i> • Identify high-potential partners, design AI and security-focused go-to-market plays, and coach partner teams.	SOEST, GERMANY APR. 2025 – SEPT. 2025
MICROSOFT GERMANY <i>Nonprofit Go-To-Market Manager DACH & Spain</i> • 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.	BERLIN, GERMANY OCT. 2023 – APR. 2025
AMAZON EU S.À.R.L. <i>Manager Operations</i> • Researched and analysed the telecommunications category to inform vendor negotiations	MUNICH, GERMANY SEPT. 2023 – OCT. 2023
DIGITALL NATURE GERMANY <i>Microsoft Business Applications Project Manager pain</i> • 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.	LEIPZIG, GERMANY APR. 2023 – SEPT. 2023
KEVIN LEÓN FUNKO POP! SHOP <i>Microsoft Business Applications Project Manager pain</i> • Generated €9.7 k revenue (~191 % ROI) via eBay store for collectible toys.	LEIPZIG, GERMANY APR. 2022 – DEC. 2022
MICROSOFT GERMANY <i>Nonprofit Go-To-Market Manager DACH & Spain</i> • 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.	MUNICH, GERMANY MAR. 2022 – APR. 2023

SKILLS

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

LANGUAGES

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