

# Kay Schneutzer



kay.schneutzer@global.ntt



+49 174 2412674



[linkedin.com/in/kay-schneutzer-50169817](https://www.linkedin.com/in/kay-schneutzer-50169817)



<https://schneutzi-81.github.io/>

## Summary

When the going gets tough, the tough get going !

## Experience



### Senior Business Development Manager

NTT

Oct 2019 - Present (3 years 6 months)

Business Development for Microsoft Technologies & AI Germany

- Drive a consultative sales process to succeed in a global environment
- Run and facilitate scoping events and design sessions with clients, vendors, and colleagues
- Develop and maintain strong business relationships with clients and partners
- Drive core high-value services that are in line with the company's goals
- Set up a digital business foundation to support the company's growth and expansion
- Empower people to carry out NTT values by providing leadership and guidance
- Focus on strategic partners, clients, and services to achieve the company's goals
- Delivering engaging live demos to showcase value and business cases of a product or service.



### Business Development Manager

Dimension Data

May 2018 - Oct 2019 (1 year 6 months)

Business Development Manager for Microsoft Modern Work Germany

- Developed and executed a global workplace strategy process for Microsoft technology, leveraging my expertise to optimize workplace solutions.
- Took a leadership role in developing and submitting strategic proposals and RFPs for new markets, utilizing my deep understanding of the Microsoft technology landscape to win new business.
- development and support of a local GTM (go-to-market) strategy for Germany, specifically focused on modern workplace solutions, to capture market share and drive growth.
- delivered training and resources to empower sales team to help them effectively sell Microsoft workplace solutions to clients.
- Partnered with vendors, including Microsoft, to run marketing campaigns that generated demand and built awareness of workplace solutions in the market.
- Built a partner ecosystem to support global accounts, enabling partners to effectively sell and implement Microsoft workplace solutions for large enterprise clients.



### Solution Architect Cloud Solutions

Dimension Data

Jun 2014 - May 2018 (4 years)

Solution Architect for Microsoft technologies Germany

- Lead the design and architecture of modern workplace solutions using Microsoft technologies, such as Office 365, Teams, and SharePoint, to meet client needs and achieve business objectives.
- Collaborate with sales and delivery teams to identify customer needs, develop proposals and solutions, and deliver successful projects on-time and on-budget.
- Stay up-to-date with the latest Microsoft technologies and industry trends to provide innovative solutions that drive business value for clients.
- Work with clients to understand their business processes and goals, and design solutions that improve efficiency, collaboration, and productivity in the workplace.
- Provide technical guidance and support



## **Microsoft IT Consultant**

### **INFO AG**

Apr 2011 - May 2014 (3 years 2 months)

Microsoft Cloud large Enterprises in Germany

- Develop and deliver successful cloud-based solutions for clients across industries, leveraging expertise in solution architecture and technical expertise.
- Manage end-to-end project delivery, ensuring successful completion of projects on time and within budget.
- Drive continuous improvement by identifying areas for improvement and implementing new solutions and approaches to deliver better outcomes for clients.
- Facilitate effective communication and collaboration with cross-functional teams to deliver complex projects.
- Serve as a public speaker and presenter at industry events, sharing knowledge and expertise in Microsoft Cloud technologies to help drive industry innovation.



## **Vice President External Relations**

### **AIESEC**

Jan 2009 - Jan 2013 (4 years 1 month)

Leadership role for external relations and Sales at AIESEC Halle (Saale) Germany

- Managed a team of 15+ members to achieve high-performing results, positively impacting both local and global organizations.
- Devised and executed strategic plans to advance AEISIC's interests within the energy and industry sectors.
- Fostered and sustained relationships with influential stakeholders
- Advocated for AEISIC in various venues, including industry events, policy discussions, and expert testimony.
- Provided membership services that effectively met the needs of AEISIC's members.



## **Management Trainee Key Account Manager BPOS**

### **Tulip Telecom**

Jan 2010 - Jan 2011 (1 year 1 month)

Key Account Manager Mumbai

- Build a client relationship in Mumbai to drive revenue for new accounts

- Collaborate with cross-functional teams in Mumbai to deliver projects on time and within budget
- Analyze market trends and competitors
- Develop and deliver presentations and proposals to showcase Tulip Telekom's products and services to clients in Mumbai and India



## **Management Assistant**

International Academy of Media and Arts e. V.

May 2008 - Oct 2009 (1 year 6 months)

Management Assistant (part time)

- Assist with the admissions process for international students.
- Provide administrative support, including assistance with visas, housing, and orientation programs.
- Serve as a liaison between international students and academic departments.
- Develop and maintain relationships with external partners to ensure compliance with regulations.
- Monitor trends and issues affecting international students
- Support for local events

## **Education**



### **Ekonomická univerzita v Bratislave**

2018 - 2018

Erasmus Exchange Program with Focus of International Marketing



### **IE Business School**

Corporate Program "Fast Track" - MBA, Business Administration and Management

2017 - 2018

Business Administration and Management Spain



### **The Martin Luther University of Halle-Wittenberg**

Diplomkaufmann - M.A Business Administration equivalent, Controlling, International Marketing, International Business Relationship

2003 - 2010

The Martin Luther University of Halle-Wittenberg Germany

Focus Topics:

- Controlling
- International economic relations
- Marketing



### **Elisabeth-Gymnasium Halle**

Abitur

1992 - 2000

Elisabeth-Gymnasium Halle Germany

Equivalent to high school graduation or matriculation exam

## Licenses & Certifications

-  **Exam 411: Administering Windows Server 2012** - Microsoft
-  **Exam 410: Installing and Configuring Windows Server 2012** - Microsoft
-  **MTA: Networking Fundamentals - Certified 2016** - Microsoft
-  **Microsoft Certified: Azure Data Fundamentals** - Microsoft
-  **Microsoft 365 Certified: Fundamentals** - Microsoft
-  **Microsoft Certified: Azure Fundamentals** - Microsoft
-  **Microsoft Teams Rooms Solution Sales Professional** - Microsoft  
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-  **Microsoft Do More with Less Partner Sales Bootcamp** - Microsoft
-  **Microsoft Cloud Sales Academy** - Microsoft
-  **Microsoft Certified: Azure Data Fundamentals** - Microsoft
-  **Microsoft 365 Certified: Fundamentals** - Microsoft
-  **Microsoft Certified: Azure Fundamentals** - Microsoft

## Skills

English • Corporate Governance • Sales • Go-to-Market Strategy • Business Development • Project Management • Pre-sales • Teamleitung • Unternehmensführung • Conversational AI