

Kay Schneutzer

Test



Statement

The path to success, action, and productivity is not reflected in a job vita you can read on [Linkedin](#). It's the things you won't find there. Here's a short bio with interesting insight out my vita.

Today I feel home in Hamburg (Germany) and Goa (India). I work with topics I really love, like AI, Microsoft Technology, Business Development, Entrepreneurship in an international environment - and it happened with being employed at NTT Germany and them allowing me to do so.

Objective

- Always do what I believe in.

- Today is always the perfect day to start something new.
 - Be the trusted person I want to rely on.
 - Whenever I am scared to do something, ensure that I am doing it.
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Work experience

Business Development for Microsoft Technologies & AI

from 01.10.2019 - present, NTT Germany Ag Co. KG, Hamburg.

- being a mentor for the european development program and helping a young group of talented people pitch their ideas to make me learn things I would not be able to teach them
- Feeling a bit disappointed being finalist at 2 global hackathons within NTT with the same idea for the 3rd time
- reaching a Microsoft target with my Manager, although the target was never set
- presenting a Conversation AI with a Partner to Microsoft Global without intensive preparing and yet doing very well
- being happy that I finally was able to kitesurf for the first time
- being able to explain conversational AI to anyone at any time with my colleague [Holger](#) without any prior preparation

Business Development Manager for Microsoft & Workplace

from 01.05.2019 - 01.09.2019, Dimension Data Germany Ag Co. KG, Hamburg

- feeling motivated to be part of a team responsible for setting up the the Microsoft Business in Dimension Data Germany Ag Co. KG
- Being told by a colleague that he believes he will work with Microsoft Technology because of me
- Winning an Innovation Award for an Conversational AI which, today, is part of my job description
- learning about the value of a having a very good Business Plan

Solution Architect for Microsoft technologies

from 01.06.2014 - 01.05.2019, Dimension Data Germany Ag Co. KG, Hamburg

- I found new friends for life during the Dimension Data Fast Track Program in south Africa
- Giving a very personal presentation, with my team during Fast Track Program
- conducting a West Cost Swing Festival in India [Namaste Swing](#)

Microsoft IT Cloud Consultant

| from 01.04.2011 - 01.05.2014, QSC AG/Info AG, Hamburg

- Being a leading part of a team building a private Microsoft Cloud
- Learning how cloud projects can fail
- Being one of the early cloud consultants who still looks up the definition of Cloud to understand what his job is about

Account Manager BPOS

| from 01.01.2010 - 01.05.2011, Tulip Telecom, Mumbai

- finding personal boundaries
- surviving India as a German Sales Person and truly reaching my personal limits
- meeting my future wife
- Co Fouding Mumbai's biggest Ballroom Dance school [TanzVerden](#)
- teaching dancesport in India and watching my dance couple becoming Indian champion after one year of very hard work
- living on 80 m² with 8 people from 7 countries for 1 Year on an Indian salary
- opening a letter I wrote to my self telling me why I went to India
- getting to know what my personal values truly are.

AIESEC President External Relations

| from 01.01.2009 - 01.05.2013, AIESEC, Halle/Saale

- working long and motivated hours in a team without getting paid for it and still being happy about it
- creating my own internal relationship and friendships which are still alive today.
- creating my first sales engagement model in an international teams and seeing it applied in a large organization
- deciding to stop my 20 year long dance career and the highest performance I ever achieved

Education

The Martin Luther University of Halle-Wittenberg

- feeling fulfilled being a professional Ballroom dancer and teacher
- Co-founding a dance school [1STEP](#) in Halle/Saale which is still doing well today
- Studying for one year in Bratislava (Slovakia) and failing
- Finishing some courses is sometimes more important than being good at it

- starting dancing at the age of eight
 - focussing early on, on what I loved and becoming really good at it is still helping me today
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Skills

It's expected that I have the skills to function at my current job. However, here are some skills I train everyday (ok, most days):

Body Language, Physical Communication, Writing, Storytelling, Visual Communication, Humor, Quick-wittedness, Listening, Presentation Skills, Public Speaking, Interviewing, Team Building, Strategic Planning, Coaching, Mentoring, Delegation, Dispute Resolution, Diplomacy, Giving Feedback, Managing Difficult Conversations, Decision Making, Performance Management, Managing Manager Management, Talent Management, Managing Remote Teams, Managing Virtual Teams, Crisis Management, Influencing, Facilitation, Selling, Inspiring, Persuasion, Negotiation, Motivating, Collaborating, Interpersonal Skills, Interpersonal Relationships, Dealing with Difficult People, Conflict Resolution, Personal Branding, Self Awareness, Emotion Management, Stress Management, Tolerance of Change and Uncertainty, Taking Criticism, Self Confidence, Adaptability, Resilience, Assertiveness, Competitiveness, Self Leadership, Self Assessment, Work-Life Balance, Friendliness, Enthusiasm, Empathy, Problem Solving, Critical Thinking, Innovation, Troubleshooting, Design Sense, Artistic Sense, Organization, Planning, Scheduling, Time Management, Meeting Management, Technology Savvy, Technology Trend Awareness, Business Trend Awareness, Business Etiquette, Business Ethics, Diversity Awareness, Disability Awareness, Intercultural Competence, Train the Trainer, Process Improvement, Knowledge Management, Writing Reports and Proposals, Customer Service, Entrepreneurial Thinking