

Kevin Mehnert

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Summary

As Program and License Manager, I provide expert advice, consultation, and guidance in complex IT and licensing scenarios as well as alliance matters, which allows my employer and their customers from all industries to build their intelligent solutions and help their customers and employees succeed and grow.

Accomplishments

- Numerous times successfully negotiated Enterprise License Contracts with volumes of several million Euro
- Received several “exceeds expectations” ratings on performance reviews
- Influenced without authority cross-org and on the senior leadership level (C-Suite)
- Documentation - wrote and edited documents to keep staff informed on policies, procedures, and training
- Successful certification as a Prosci Certified Change Practitioner

Experience

SABBATICAL / TIME-OFF | 04/2023 to current

I dedicated myself to recharging and expanding my knowledge on a range of topics, including coding, hybrid Microsoft environments, Docker and containers, Linux, and leadership. Through extensive research and learning, I deepened my understanding and developed new skills in these areas and beyond.

MICROSOFT PROGRAM AND LICENSE MANAGER | 02/2022 to 03/2023

netgo group GmbH – Borken, Germany (Home Office - Leipzig)

In my role as Microsoft Program and License Manager I'm leading the Microsoft Strategy for netgo group GmbH and provide advice to the C-Level suite. Other Parts of my Role includes:

- People and Project Management of FTE's
- Strategic Leadership of the Microsoft roadmap, budget, and partnership as well as Program Management for Microsoft focused projects and initiatives (Member of IT Leadership Team)
- Internal License Management on group level including Software and Service Risk Analysis for netgo group incl Software Asset Management
- Advisory and negotiation regarding software selection processes and license models for the enterprise group
- Negotiation of the Microsoft Enterprise Agreement structure including, other volume licensing programs (Licensing and Cost Optimization) incl. coordination and control of external Vendors.

LICENSESING & PARTNER MANAGER - MICROSOFT | 10/2020 to 01/2022

DATAGROUP SE – Pliezhausen, Germany (Home Office - Leipzig)

- Internal License Management on group level including inter-company chargebacks
- Strategic Leadership of the Microsoft roadmap, budget, and partnership for the DATAGROUP-Group
- Development and operation of software license management including process design and optimization
- Advisory and negotiation regarding software selection processes and license models for the enterprise group as well as for selected customer situations
- Negotiation of the Microsoft Enterprise Agreement structure including (Licensing and Cost Optimization)
- Planning and Implementing FinOps initiatives regarding tagging and chargebacks
- Coordination and control of external license resellers and consultants for portfolio optimization

HACKATHON / IRELAND SITE LEAD | 03/2019 to 10/2020

Microsoft Ireland Operations Ltd - Dublin, Ireland

- Working with Senior Leadership and other internal and external Stakeholders to make Hackathon possible
- Budget responsibility for cross-fiscal inter-company charges
- Putting together a leadership team to plan and execute
- Working with Communication and Media Leads to plan and execute a communication plan
- Soliciting senior leaders to walk through the Hackathon and review projects at the Science Fair

COMMERCIAL EXECUTIVE | 08/2017 to 10/2020

Microsoft Ireland Operations Limited - Dublin, Ireland

As a Commercial Executive (CE), I collaborate with Microsoft's corporate customers; I'm empowered to close Volume Licensing deals and continually seek out revenue growth opportunities.

I provide expert advice, consultation, and guidance in complex licensing scenarios and can be a trusted and reliable decision-maker as this is key in the role of a CE.

- Agree on the best commercial volume licensing deal through the definition & negotiation of the commercial terms
- Manage any discounting or changes to volume licensing customer contractual terms
- Work through and with various sellers, both internally and externally to Microsoft such as channel partners, tele sales teams, Microsoft account teams, and other technical solution sellers to achieve revenue targets
- Manage key stakeholders to meet critical deadlines
- Land on-time volume licensing revenue by overseeing the deals through negotiation to processing & invoice
- Create and manage licensing plans for the assigned accounts
- I'm the escalation point for any requirements to discount deals or adjust customer contract's terms & conditions
- Share best practices and strategies with internal teams (product groups, field sales force, leadership)

VOLUME LICENSING SPECIALIST (OPS) | 10/2015 to 07/2017

Insight Germany - Garching Near Munich, Germany

- Management of volume licensing customers and VL project management
- Purchasing of international volume licenses including Checking and monitoring of orders and Verification of vendor invoices
- Processing of licenses, contract product inquiries—EMEA and North America
- Creation of reports and statistics
- Trainer for Microsoft Volume Licensing and SharePoint, O365 and Surface Device's

INSIDE SALES REPRESENTATIVE | 01/2015 to 10/2015

Bechtle GmbH & Co KG GmbH - Garching Near Munich, Germany

- Volume and project business in Pre- and Post-Sales
- Webshop Administration

IT OPERATIONS AND MANAGEMENT SPECIALIST | 08/2011 to 08/2014

Meibes System-Technik GmbH - Machern, Germany

Apprenticeship in the German dual-education system with a primary focus on

- Hardware and software installation with IT maintenance
 - Asset management (including software packing and OS Imaging)
 - Procurement of IT specific items and consumables with obtaining RFPs
 - 1st- and 2nd-level support for on-site and remote users
 - IT Operations and Project Management
 - Market observation and selection, of mobile providers as well as ISP's, including the drafting of contract documents together with negotiations to be signature ready
 - Application administrator for Sophos, Lexware, Deskcenter, Master Solution Suite, and SolidWorks EPDM systems
 - Economic understanding and the management of a business in all various part thereof (e.g., sales, HR, finance)
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Education and Training

Berufliches Schulzentrum Für Wirtschaft Rodewisch

Certificate issued by the German Chamber of Commerce

(Information Technology and Business, 07/2014)

Skills

- Strategic negotiations
 - IT Management and Development and procurement
 - Teamwork in multicultural and multi time zone teams
 - Renewal & Project Management
 - On-site product demonstrations
 - Business development
 - Classroom instruction
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Certifications

- QD602x: Business Analytics for Data-Driven Decision Making issued by edX and Boston University
 - QD501x: Digital Transformation Strategy issued by edX and Boston University
 - QD502x: Leading in the Digital Age issued by Boston University
 - Microsoft Teams Associate issued by Microsoft
 - Microsoft Certified Trainer issued by Microsoft (since 2020)
 - Microsoft 365, Power Platform, Dynamics 365 and Azure Fundamentals issued by Microsoft
 - Accessibility in Action, Hackathon Leader Platinum and Event Speaker Platinum issued by Microsoft
 - Designing and Providing Microsoft Licensing Solutions to Large Organizations (Exam 705) issued by Microsoft
 - Insight Selling issued by Microsoft Global Challenger
 - MCSE: Productivity (Microsoft Certified Solution Expert) issued by Microsoft
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Languages

- German (Native Speaker)
- English (language proficient)