Kevin Mehnert

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Summary

As an aspiring team leader and IT strategist, I leverage my diverse experience across all levels of the Microsoft sales channel (Manufacturer - Distributor - Partner - End Customer) to actively shape the future of Microsoft's business within the company. My goal is to empower individuals and organizations to achieve more through robust utilization of Microsoft 365, Azure, and AI, creating secure and modern workplaces tailored to their unique needs.

I am committed to providing expert advice, consultation, and guidance in complex Microsoft scenarios, including licensing, and helping companies across industries build intelligent, transformative solutions. With a confident and collaborative negotiation approach, I aim to foster strong and respectful partnerships that drive mutual success and growth.

Ultimately, my mission is to create an environment where everyone feels valued, included, and empowered to reach their full potential, sparking success and growth across the planet.

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 Lead - wrote and edited documents to keep staff informed on policies, procedures, and training
- Won multiple Employee Awards (Insight Employee of the Year, Microsoft Honors Award)

Experience

MICROSOFT CLOUD SALES CONSULTANT AND AZURE LEAD | 02/2024 to 07/2024
KOMSA AG – HARTMANNSDORF, GERMANY (HOME OFFICE - LEIPZIG)
As the Microsoft Cloud Sales Consultant and Azure Lead at KOMSA AG, I'm in charge of the Microsoft Azure Sales Strategy and handle technical sales for all Solution Areas to our partners. My role also involves:

- Business development, incl. Marketing for Microsoft Azure and, to some extent, Microsoft 365
- Technical sales for Azure and Modern Work, as well as the KOMSA Cloud Marketplace
- Partner enablement in the Microsoft Partner Center and as a Microsoft Certified Trainer with Microsoft Fundamentals Training
- introductory training for new hires and 5-week work exchange with WestCoast Cloud Team (Reading, UK)
- Administration of the KOMSA Cloud Marketplace, as well as all demo and test environments of Microsoft 365, CoPilot, and Azure
- Providing technical support to partners for the Microsoft Partner Center, Microsoft 365, and Azure

SABBATICAL / TIME-OFF | 04/2023 to 01/2024
During a period of IT job cuts, I saw an opportunity to enhance my skills. I focused on learning about coding, new developments in Microsoft Cloud Solutions, Docker, Linux, and leadership. I also attended a semester at IU International Hochschule to study Advanced Leadership Theories, and completed courses in Active Directory, Python, and GDPR. As a result of my hard work and determination, I have successfully secured leading IT providers as customers for my IT consulting business.

MICROSOFT PROGRAM AND LICENSE MANAGER | 02/2022 to 03/2023
NETGO GROUP GMBH – BORKEN, GERMANY (HOME OFFICE - LEIPZIG)
As the Microsoft Program and License Manager at netgo group GmbH, I am responsible for leading the Microsoft Strategy and providing advice to the C-Level suite. My role also involves:
- Managing personnel and projects
- Strategically leading the Microsoft roadmap, budget, and partnerships
- Managing Microsoft-focused projects and initiatives as a part of the IT Leadership Team
- Internal license management at a group level, including software and service risk analysis for netgo group's Software Asset Management
- Providing advice and negotiating software selection processes and license models for the enterprise group
- Negotiating the Microsoft Enterprise Agreement structure and other volume licensing programs, as well as coordinating and controlling external vendors for licensing and cost optimization.

LICENSING & PARTNER MANAGER - MICROSOFT | 10/2020 to 01/2022
DATAGROUP SE – PLIEZHAUSEN, GERMANY (HOME OFFICE - LEIPZIG)
Below are the responsibilities I held at DATAGROUP SE:
- Managing internal software licensing at the group level, including handling inter-company chargebacks
- Providing strategic leadership for the Microsoft roadmap, budget, and partnership within the DATAGROUP Group
- Developing and maintaining software license management processes, including design and optimization
- Offering advice and leading negotiations for software selection processes, license models, and Microsoft Enterprise Agreement structures
- Planning and implementing financial operations (FinOps) initiatives for tagging and chargebacks
- Coordinating and overseeing external license resellers and consultants for portfolio optimization
- Supporting the Microsoft Partnership as a Managed Microsoft Partner

HACKATHON / IRELAND SITE LEAD | 03/2019 to 10/2020
MICROSOFT IRELAND OPERATIONS LTD - DUBLIN, IRELAND
- Collaborated with senior leadership, internal, and external stakeholders to organize the hackathon event.
- Managed the budget for cross-fiscal inter-company charges
- Formed a leadership team to strategize and execute event plans
- Collaborated with Communication and Media Leads to develop and implement a communication plan
- Engaged senior leaders to participate in the Hackathon and evaluate projects at the Science Fair

COMMERCIAL EXECUTIVE | 08/2017 to 10/2020
MICROSOFT IRELAND OPERATIONS LIMITED - DUBLIN, IRELAND
As a Commercial Executive (CE) at Microsoft, I work with corporate customers to close Volume Licensing deals and identify opportunities for revenue growth. I offer expert advice and guidance in complex licensing scenarios and can be relied upon to make sound decisions. My responsibilities include:
- Agreeing on the best commercial volume licensing deals through defining and negotiating commercial terms
- Managing any discounting or changes to volume licensing customer contractual terms
- Collaborating with various internal and external teams, including channel partners, tele sales teams, Microsoft account teams, and other technical solution sellers to reach revenue targets
- Managing key stakeholders to meet critical deadlines
- Ensuring on-time volume licensing revenue by overseeing deals from negotiation to processing and invoicing
- Creating and managing licensing plans for assigned accounts
- Serving as the escalation point for any requirements to discount deals or adjust customer contract terms and conditions
- Sharing best practices and strategies with internal teams, including product groups, field sales force, and leadership

Additionally, as an Empowerment Holder, I had the authority to sign off on contractual changes, ensuring efficient decision-making and process flow within the organization.

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
- Business Development and Technical Sales
- Renewal & Project Management
- On-site product demonstrations
- Business development
- Classroom instruction

Certifications

- Prosci Certified Change Practitioner issued by Tiba Managementberatung GmbH
- 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

Languages

- German (Native Speaker)
- English (advanced [C1] to proficiency [C2])