

Kevin B. Hahn

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I am seeking a position where my innovative experience, energetic personality, and creative mentality will be utilized in a challenging, inspiring environment.

SUMMARY OF QUALIFICATIONS

- 17+ years of software, hardware, advertising, and marketing-related sales.
- Proven acumen and comprehensive experience consulting with C-level executives and key stakeholders to achieve technology integration of services and infrastructure including private, public, and hybrid cloud collaboration and project management solutions.
- Experienced and driven sales leader with the ability to plan and execute large-scale sales through multiple avenues including marketing, coordination of resources, and relationship management.

PROFESSIONAL EXPERIENCE:

Partner Program Manager | Stratos Cloud Alliance / Velosio

Jan 2022 – September 2022

- Spearheaded and oversaw the efforts to develop partnership programs, ensuring efficiency and positive relationships with Stratos Cloud Alliance partners.
- Sold and managed all CSP licensing for 150 partner's end customers. This included onboarding the partners to our marketplace portal, training them, and proactively advising them on upsizing and downsizing the entire Microsoft stack of solutions.
- Sold and managed all professional services projects to include break fixes, implementations, and per-hour support for 150 partner's end customers.
- Built, developed, and maintained highly collaborative and effective working relationships with Stratos Cloud Alliance partners to facilitate proactive planning, agreement on a cross-group delivery plan of record, smooth communication, and risk/issue tracking and resolution.
- Created and executed lead-generation strategies, campaigns, and go-to-market plans with partners.
- Mapped current/future state processes and workflows to drive the development of technology platforms.
- Defined business requirements; developed program roadmaps and strategies through collaboration with key stakeholders to identify opportunities, improving efficiency through automating manual processes.

Partner Recruitment Manager | Stratos Cloud Alliance / Velosio

June 2021 – December 2021

- Identified, developed, and provided qualified new Stratos Cloud Alliance prospects to the director of channel development.
- Drove additional demand through partner events; studied the market for trends and reported the same to management; worked closely with the marketing team and introduce targeted campaigns to prospects to increase vertical-driven opportunities and foster relationships with the dev ops team, solution architects, and support teams for the Stratos Cloud Alliance partners www.stratoscloud.com.
- Worked with new partners to acquire their internal CSP licensing, through our direct Velosio business.
- Continuously remained a thought leader for the partner community providing awareness around new Microsoft Offerings while also promoting Stratos Cloud Alliance as an expert indirect provider choice.

Stratos Cloud Order Support Manager | Velosio www.velosio.com

December 2018 – May 2021

- Managed support tickets to resolution for anything HUB Velosio Marketplace, Stratos Cloud Alliance, and Hub Canada marketplaces.
- Owned assisting the sales teams as well as Stratos Partners on order creation to complete provisioning of licenses.
- Oversaw the price book (adding new SKUs or removing them) for over 2000 products being offered.
- Developed tested, planned, and executed a smooth sales arena for our tightly integrated marketplace residing in a fast-paced, highly collaborative, agile environment.
- Launched HUB Velosio Marketplace and Stratos Cloud Alliance Hub and Hub Canada from the first day, rolling it out to 400+ Sales Account Managers and finalizing the integration to our partner/reseller affiliates allowing them to close

Sales for Microsoft Products, Stratos Cloud Managed Services, and other ISV Licenses.

- Acted as Project Lead for producing Hub Marketplace “How To,” visual step-by-step knowledge base articles to include creating the recordings of the top 20 sales processes for the Stratos YouTube channel to be shared with our internal sales staff, Velosio Direct End Customers, and Indirect Partner / Reseller network.
- Integrated the step-by-step knowledge base articles to Velosio HUB’s Marketplace Chat bot providing the basis for the Chat Bot’s Brain.

Dynamics 365 Account Executive | Velosio www.velosio.com

December 2017 – November 2018

- Worked exclusively with Microsoft customers guiding them through the many, new age, digital transformation arenas: entirely from the initial evaluation of Dynamics 365 for Business and Enterprise to full implementation and go live integration execution of solutions.
- Sold CSP licenses to net new Velosio customers; managed all aspects of needed solutions from Velosio to a list of 40 direct recurring customers.
- Through a proven process of Discovery, Analysis, Design, and Delivery, I lead our account teams to assist our customers in leveraging ERP, CRM, Business Intelligence, and Office Productivity technology to build, deploy, and support innovative systems in their data center or in the Cloud.

**Microsoft Technical Solutions Specialist | Invenio Marketing
Southwest / SoCal Region SMB, CTM, CAM, Enterprise and Global**

***September 2015 – November 2017*
Austin, TX**

- Managed lead qualification for Microsoft’s CRM, Dynamics AX, and Dynamics 365.
- Penetrated multiple verticals including Manufacturing & Biopharmaceutical, Professional Services, Retail, and Public Sector.
- Managed 500+ accounts; focusing on new business generation for Microsoft Dynamics 365 for Operations, development of marketing qualified opportunities, pipeline management, monthly forecast process, and territory planning.
- As a TSS, I built relationships with the Microsoft Account team (Account Executives and SSPs) along with the partner community and take part in co-selling engagements within account sets/verticals, leveraging virtual solution resources to drive successful customer engagements from 0% to 40% in the Microsoft Solution Selling model.
- Evangelized Microsoft’s innovation roadmap by aligning customer business priorities to Microsoft’s value offerings in Dynamics AX and Dynamics 365 for Operations.
- Top performer consistently met and exceeded quota.

**Microsoft Inside Sales Executive | Invenio Marketing
Heartland Region SMB, CTM, CAM, Enterprise, Major, and Global.**

***December 2013 - August 2015*
Austin, TX**

- Generated pipeline opportunities in a set of named accounts of new and existing customers to identify decision-makers, qualify opportunities and influence closed business.
- Managed accounts including a mix of licensing strategies around Enterprise Agreements, Select Agreements, Open Agreements and non-annuity for strategic opportunity Sales Planning (territory & account planning) to grow revenue and meet scorecard targets within the territory.
- Managed 150+ accounts, focusing on new business generation, development of marketing qualified opportunities, pipeline management, and monthly forecast.
- Built relationships with clients and took part in co-selling engagements within account sets, leveraging virtual solution resources to drive successful customer engagements from 0% to 20% in the Microsoft Selling model.
- Developed rapport with the Upper and Mid-Market account segment by prospecting and uncovering needs with the assistance of local system integrators and ultimately collaborating on the demonstration/presentation of the specific solutions to push the sale to close.
- Delivered on defined monthly/quarter and fiscal net new pipeline and closed revenue goals.
- Effectively positioned Microsoft’s value proposition and cloud first, mobile first initiatives and solutions covering the entire Microsoft stack (Office 365, SharePoint, Skype, Azure/StorSimple, Enterprise Mobility Suite, and Dynamics CRM/ERP.)
- Worked in tandem with the Account Executive, Partner Sales Executives, Solution Specialist, and Partners to articulate the advantages and value differentiators of Microsoft technologies to prevail over competitors.
- Consistently exceeded monthly/quarterly/yearly revenue quota.

Dell Computer Corporation | Account Executive
Consumer, Affiliate, SMB, and Large Enterprise Sector.

June 2008 - November 2013
Nashville, TN. & Round Rock TX

- Provided technical and sales recommendations from the complete Dell catalog of strategic products growing and developing assigned Large Enterprise accounts based in the South-East Region as well as Dell Consumer and SMB.
- Managed all hardware/software solution purchases for assigned Large Enterprise Account Set.
- Handled customer service issues / defusing high-level escalations to retain business at all levels and to achieve the highest level of customer satisfaction for industry standards
- Continuously closed business of Dell products, and /or services that address customers' needs of varying complexity for data center and infrastructure efficiency

318 Inc. | Personal Assistant to President / CEO www.318.com

April 2006 - May 2008

- Assisted in all aspects of running the President / CEO's desk including heavy scheduling, rolling calls, setting client appointments, and travel arrangements, and provided complete facilities and operations management for the office.
- Prepared, coded, and organized client invoices for accounting and collected payments.
- Provided human resources support along with the scheduling of 318 consultants for client Appointments.
- Estate Manage, Vendor, and Personal Logistics (Professional shopper for Clients and President)

Clear Channel / iHeart Media Account Executive

February 2000 - March 2006

- Sold and serviced both new and existing accounts through a customer-focused sales approach for Los Angeles Radio and KVET AM- (TEXAS Sports Flagship Station) Austin, Texas Radio.
- Managed account set of national advertisers / local businesses and increased customer sales through calculated campaigns to include live DJ endorsements and onsite live remote broadcasts.
- Sold radio advertising and grew account commitment along with cold calling, writing proposals, and maintaining relationships with local advertisers and national advertising agencies.
- Provided marketing solutions combined with turnkey promotions while writing scripts, voicing promos, and commercials, organizing copy, and collecting payment.

EDUCATION, TRAINING & DISTINCTIONS:

Texas State University Degree: Bachelor of Fine Arts (Organizational Speech Communications) Sandler Sales Methodology Microsoft Pitch Perfect Certifications: Dynamics 365, Azure, Office 365, Dynamics CRM, EMS, Windows 10

Velosio and Dell Inc Awards and Accolades:

- Velosio Torch Award Winner March 2020
- Dell Inc. Awarded "RoQ Champion, Top of the RoQ in Retention Q4 FY10
- Dell Inc. Awarded "Club Fitty" for 50 % Close Rate for the Quarter for Q1 FY11 Ret. Agent
- Dell Inc. 1st Place | Dell Austin Talent Show "AMERICAN IDELL" - June 2010 | Singing and acoustic guitar performance.
- Dell Inc. 1st Place | DELL OSCARS (Short Film Contest) Writer / Director September 2009 Austin
- Dell Inc. 1st Place | Dell Nashville Talent Show | June 2009 | Singing and acoustic guitar performance.
- Dell Inc. Awarded "Perfect Call" Dell Consumer Sales Retention Q4 FY'10
- Dell Inc. Conceptualized and created an original Service Plan offering for Dell Global CSMB "The Family Plan" (Accidental coverage warranty)
- Dell Inc. Appointed by Dell "General Manager of North Americas, Consumer Direct" to consult with the Dell Call Center in Hyderabad, India, (Customer Experience Training