

KENNETH KING

Bridgewater, NJ | (973) 953-8513 | keking000@gmail.com | [LinkedIn](#)

STRATEGIC SALES & RELATIONSHIP EXECUTIVE | ENTERPRISE TRANSFORMATION

Seasoned business development and client partner executive with over 20 years of experience managing multimillion-dollar client portfolios and driving digital transformation within the banking, insurance, and financial services industries. Proven success in developing C-suite relationships, expanding wallet share, and leading RFPs/RFIs to deliver high-value cloud, data, and AI solutions across Microsoft, Google, and IBM ecosystems. Adept at managing P&L accountability, negotiating complex deals, and ensuring delivery excellence in high-visibility enterprise engagements.

CORE COMPETENCIES

Client Relationship Management	Account P&L & Revenue Growth
RFP/RFI Management	Banking & Financial Services Expertise
Partner Co-Selling (Microsoft, AWS, GCP)	Value Proposition & Executive Storytelling
Customer Experience Leadership	Strategic Sales & Deal Structuring
Data Modernization & AI Adoption	Contract Negotiation

PROFESSIONAL EXPERIENCE

Client Executive **June 2024- Sept 2025**
Avanade (Joint Venture between Microsoft and Accenture) *New York, NY*

Lead sales and go-to-market initiatives, driving pipeline growth and partner collaboration to accelerate adoption of Microsoft Cloud and AI solutions across the multiple sectors.

- Lead client engagement for financial institutions including NJM Insurance and regional banks, creating new opportunities around Azure AI, Fabric, and Dynamics 365 modernization.
- Develop and lead RFP responses and client presentations, articulating business value through integrated Microsoft-Accenture propositions.
- Build trusted relationships with senior business and IT stakeholders, achieving \$24M in pipeline growth.
- Partner with Microsoft and Accenture on co-sell motions that improved pipeline and forecast by 30%.

Enterprise Account Executive, Strategic Accounts **Nov 2022- Aug 2023**
66degrees *New York, NY*

Directed full-cycle enterprise sales across banking, payments, and retail sectors, positioning Google Cloud-based AI, analytics, and data modernization solutions to transform client operations.

- Managed large enterprise accounts including Advance Financial (banking) and WEX (corporate payments), building cloud migration and AI strategies that delivered measurable ROI.
- Generated \$3M+ in new pipeline and achieved 20% cost reductions through cloud optimization programs.
- Delivered executive workshops and proof-of-value engagements to demonstrate data-driven efficiency in fraud detection, underwriting, and operations.
- Partnered with GCP account teams to expand relationships, increase adoption, and improve margin.

Senior Sales Executive, Cloud Infrastructure Services **Oct 2021- Nov 2022**
Capgemini *New York, NY*

Led enterprise sales and delivery strategy for banking and insurance clients, helping them modernize IT infrastructure and managed services through hybrid-cloud transformation.

- Managed \$8.5M in contract value across key accounts such as TIAA Bank and Vantage Risk, driving efficiency and resiliency through cloud and automation initiatives.
- Led competitive RFP responses and negotiations for outsourcing and managed services contracts, achieving 27% reduction in operating costs for clients.
- Expanded Capgemini's footprint within financial clients by introducing AI-enabled service desk automation and scalable infrastructure programs.

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Global Technology Services Enterprise Sales Representative

Oct 2018- Sep 2021

IBM

Piscataway, NJ

Owned enterprise-level client relationships and revenue responsibility for financial and payments organizations, driving large-scale hybrid-cloud and AI transformation initiatives. Focus: Media & Entertainment, Telecom

- Managed and grew key accounts including Deluxe Corporation (\$30M SAP S/4HANA on Azure) and AARP (\$7M Mainframe-as-a-Service).
- Collaborated with IBM partner ecosystem to design data and analytics roadmaps, integrating hybrid-cloud platforms with financial reporting systems.
- Consistently exceeded revenue targets and earned recognition for top-quartile sales performance and client satisfaction.

IT Business Consultant (Independent)

July 2017- Oct 2018

Various

Bridgewater, NJ

Delivered contractual IT business consulting solutions

- Delivered ITSM and cloud migration programs for global enterprises, including Mitsubishi UFJ Financial Group and PVH.
- Developed operating models, RFPs, and governance frameworks supporting multi-region digital transformations.

Vice President

Nov 2014- May 2016

Bank of America

Jersey City, NJ

Oversaw enterprise IT operations, vendor governance, and risk management programs supporting the bank's technology and compliance functions.

- Managed a \$27M vendor portfolio, implementing automated dashboards to monitor service delivery and KPI compliance.
- Partnered with procurement and infrastructure leadership to reduce vendor redundancy and enhance financial controls.
- Improved reporting accuracy and operational accountability through process automation

Senior Business Analyst Advisor

Nov 2014- May 2016

Dell Services

Jersey City, NJ

Founded and scaled an IT services firm delivering network infrastructure, managed services, and technology procurement solutions to clients in finance, manufacturing, and education.

- Secured enterprise accounts including Automated Financial Systems and Ameriprise, driving recurring revenue growth.
- Managed solution delivery, vendor sourcing, and post-implementation support to maintain client satisfaction and contract renewals.

EDUCATION

University of Rochester, *MBA, Finance, Strategy, Entrepreneurship*

Morehouse College, *Dual Degree Engineering Program, BS, General Studies*

North Carolina Agricultural & Technical University, *BS, Electrical Engineering*

CERTIFICATIONS

Google Cloud Certified- Cloud Digital Leader, AWS Solution Architect, IBM Global Sales School Certification, IBM Business and Industry Insight, Introduction to Google Cloud Generative AI Badge, SCRUMstudy Agile Master, Scrum Fundamentals, IT Infrastructure Library Foundation Certification in IT Service Management