

# KENNETH KING

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## STRATEGIC PARTNERSHIPS LEADER | FINANCIAL SERVICES | CLOUD & AI ECOSYSTEMS

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Strategic partnerships executive with 20+ years of experience building and scaling revenue-generating alliances across Financial Services, Insurance, Payments, Wealth Management, Reinsurance, and Investment Banking sectors. Proven ability to cultivate executive relationships, align hyperscaler and GSI ecosystems, and structure co-sell motions that accelerate digital transformation and drive mutual growth.

Deep expertise in Microsoft, AWS, and Google Cloud partner models, joint go-to-market execution, multi-party deal orchestration, and enterprise account strategy. Track record of generating \$100M+ influenced pipeline across Fortune 500 banks, \$2B–\$45B financial institutions, and high-growth fintech and reinsurance organizations

## CORE COMPETENCIES

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Strategic Alliances & Ecosystem Development	Financial Services Partnerships
Hyperscaler Co-Sell (Microsoft, AWS, GCP)	Joint Go-To-Market Strategy
Executive Relationship Management	Enterprise Account Mapping & Coverage Planning
Multi-Party Deal Structuring	Cloud * AI Transformation Roadmaps
Consumption & Revenue Growth Strategy	Cross-Functional Leadership (Sales, Product, Delivery)

## PROFESSIONAL EXPERIENCE

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### Founder & Business Lead

**May 2025- Present**

*AI Music Startup | Personalization Technology | Consumer App Strategy*

*New York, NY*

- Created and launched an AI-powered music mixing app concept to personalize and simplify seamless playlists for fitness, wellness, and lifestyle users
- Led product vision, pitch development, POC architecture, and early investor engagement
- Build brand identity, website, and marketing assets to support traction and pre-launch awareness
- Conduct market validation and user discovery across target customer segments to refine business model

### Client Executive

**June 2024- Sept 2025**

*Avanade (Joint Venture between Microsoft and Accenture)*

*New York, NY*

Lead sales and go-to-market initiatives and strategic partnerships across Property & Casualty Insurance, Retail Banking, Reinsurance, and Healthcare clients ranging from \$750M to \$2.1B in revenue.

- Built joint go-to-market motions with hyperscaler field teams and global consulting partners
- Generated \$24M in pipeline through AI, CRM, and contact center modernization initiatives
- Partnered with a \$2.1B P&C insurer to implement AI-enabled CRM modernization for 2,000 users, reducing development cycle by 50% and improving lead response by 35%
- Structured follow-on CCaaS and AI automation engagements via Microsoft funding programs
- Developed stakeholder maps and executive engagement strategies across IT, Sales, and Operations

### Enterprise Account Executive, Strategic Accounts

**Nov 2022- Aug 2023**

*66degrees*

*New York, NY*

Directed full-cycle enterprise sales across banking (\$800M regional lender), payments (\$1.5B fintech), and retail sectors (\$25B national retailer), positioning Google Cloud-based AI, analytics, and data modernization solutions to transform client operations.

- Managed managed-services partnership expansion addressing projected cloud footprint growth
- Collaborated with hyperscaler account teams to establish GenAI steering committees
- Achieved 20% infrastructure cost reductions through cloud optimization and AI enablement
- Positioned cloud data analytics solutions across fraud detection, underwriting, marketing, and security functions

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## Senior Sales Executive, Cloud Infrastructure Services

Oct 2021- Nov 2022

*Capgemini*

*New York, NY*

- Structured \$4.25M global IT operations transformation for reinsurance carrier; achieved 30% cost reduction and improved service efficiency
- Closed \$4.25M global service desk outsourcing engagement for retail banking subsidiary; delivered 27% cost reduction and increased employee satisfaction
- Worked closely with cloud hyperscaler pricing teams to optimize commercial structures

## Global Technology Services Enterprise Sales Representative

Oct 2018- Sep 2021

*IBM*

*Piscataway, NJ*

- Led \$30M SAP S/4HANA on Azure modernization initiative improving liquidity and consolidating financial reporting across global business units
- Structured \$7M Mainframe-as-a-Service transformation delivering 20% cost reduction and 50% performance improvement
- Co-sold with AWS and Microsoft field teams to overcome competitive cloud positioning challenges

## IT Business Consultant (Independent)

July 2017- Oct 2018

*Various*

*Bridgewater, NJ*

- 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 | IT Governance & Vendor Partnerships

Nov 2014- May 2016

*Bank of America*

*Jersey City, NJ*

- Managed \$27M vendor portfolio across telecom, data, and infrastructure providers
- Designed role-based vendor access governance and compliance onboarding frameworks
- Built service catalog governance model and financial forecasting dashboards

## SELECT ENGAGEMENT HIGHLIGHTS

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- \$2.1B Property & Casualty Insurer – AI-enabled CRM modernization; 50% dev cycle reduction; 35% faster response times
- \$45B Retirement & Wealth Subsidiary – Global service desk transformation; 27% cost savings
- \$2B Global Reinsurance Carrier – 30% IT operations cost reduction
- \$571M Payments Technology Firm – \$30M SAP on Azure modernization
- \$12B Sports Enterprise – Predictive analytics cloud platform; 60% development acceleration

## EDUCATION

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**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

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- Google Cloud Certified- Cloud Digital Leader
- Introduction to Google Cloud Generative AI Badge
- AWS Associate Solution Architect
- IBM Global Sales School Certification
- Scrum, Agile & ITIL Foundation Certifications