

Sebastian Dehn

Account Executive – Commercial Germany at Red Hat

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PROFILE

I started out as a Java developer in the energy sector, built OpenShift platforms for customers as a consultant and supported partners and customers technically as a solution architect. Today, as an account executive at Red Hat, I bring hybrid cloud, automation and AI to companies in Germany – and I speak the same language as IT teams and decision makers, because I have built the technology myself.

EXPERIENCE

10/2023 – now

Account Executive – Commercial Germany

Red Hat · Germany, remote

Moved from engineering into sales – Red Hat's hybrid cloud, automation and AI portfolio for commercial-segment companies in Germany.

- + Exceeded quota in FY25 at 126%
 - + Won ROSSMANN for Azure Red Hat OpenShift (public reference)
 - + Won several new customers for OpenShift, Ansible and OpenShift AI
 - + Kicked off the first OpenShift AI projects with commercial customers
 - + Joint deals with AWS, Google and Microsoft
 - + Speaker at the OMR Masterclass 2025 on open source AI
- OpenShift · Ansible · OpenShift AI · ARO · ROSA

01/2023 – 09/2023

Solution Architect – Commercial Germany

Red Hat · Munich, remote

Technical partner to several account executives for commercial customers in Germany.

- + Discovery and architecture workshops with customers
 - + Demos and proofs of concept
 - + Solution design and technical proposals, supporting deals through to close
 - + Topics: OpenShift, Ansible, RHEL and AI
- OpenShift · Ansible · RHEL · Red Hat AI

12/2019 – 12/2022

Solution Architect Partner Enablement

Red Hat · Remote

Enabled solution providers and distributors technically to sell and deliver Red Hat solutions.

- + Workshops, bootcamps, demos and partner events
 - + Presales support for partners in customer opportunities
 - + Topics: OpenShift, Ansible, RHEL and cloud services (ROSA, ARO)
- OpenShift · Ansible · RHEL · ROSA · ARO

01/2018 – 11/2019

Consultant

Red Hat · Munich

Consultant with Red Hat Consulting – OpenShift projects on site with customers.

- + Built OpenShift platforms for customers
 - + Migrated applications and platforms to OpenShift 3.11 and 4
 - + Workshops and enablement for customer teams
- OpenShift · Kubernetes

10/2015 - 12/2017	Consultant Viada GmbH & Co. KG · Ruhr area Consultant at a Red Hat partner in the Ruhr area, focused on container platforms with OpenShift. + Built OpenShift container platforms (3.x) for customers + Introduced OpenShift at a major operator of critical transport infrastructure + Linux and automation projects with RHEL and Ansible OpenShift · Docker · RHEL · Ansible · Satellite · JBoss
01/2015 - 10/2015	Software Developer SPIE (SAG) · Dortmund Software development following my apprenticeship. + Continued backend development as a software developer on the team Java
08/2012 - 01/2015	Apprentice Software Developer SPIE (SAG) Apprenticeship as an IT specialist for application development (German IHK qualification). + Backend development for the asset management system + Qualified as IT specialist for application development (IHK), 2014 Java
08/2011 - 08/2012	Student Assistant SPIE (SAG) · Ruhr area Student assistant alongside studying information technology at Westfälische Hochschule. + Contributed to an asset management system for the energy sector Java

SKILLS

OpenShift · Kubernetes · Ansible ·
Red Hat Enterprise Linux · Docker ·
Java · Shell · DevOps

LANGUAGES

German – Native
English – Professional working
proficiency

EDUCATION

SAG / IHK, IT specialist for
application development, 2012 –
2014
Westfälische Hochschule,
Information technology, 2011 – 2012
(no degree)