

Microsoft Lead - Copilot & AI

Are you passionate about shaping innovative, AI-driven solutions and helping clients unlock the full potential of Microsoft technologies, while driving the development of our Microsoft business?

We are strengthening our Microsoft capabilities in our Copenhagen office and are looking for a Microsoft Lead to join us!

Your role:

Our team brings strong business insight and growing Copilot and AI capabilities to help clients create sustainable value with Microsoft technologies.

We work closely with customers to shape and accelerate Copilot- and AI-enabled initiatives, focusing on real business outcomes, responsible adoption, and long-term relevance.

As part of a focused growth agenda, we are building and scaling our Copilot and AI offering in Denmark, helping organizations become more productive, insight-driven, and resilient.

As our new Microsoft Lead, you'll play a key role in leading and developing our Microsoft business, while shaping and scaling our Microsoft Copilot and AI agenda. You will be working closely with clients and internal teams to develop market opportunities, strengthen customer relevance, and drive long-term value. Your responsibilities include:

- **Business Development:** Drive sales with new clients by activating your professional network. Engage client targets by conducting seminars and pre-sales activities. Drive RFP processes with the objective of winning new projects and expanding client engagements
- **Develop team:** Take an active role in hiring and onboarding a Microsoft team. Ensure right staffing of client projects utilizing Danish or international Microsoft consultants
- **Client Engagement & Sales Ownership:**
- Translate strategic business priorities into Copilot- and AI-enabled initiatives, grounded in the client's operating model, data, and processes – focusing on productivity, decision quality, and customer impact.
- Collaborating with clients to understand business challenges and strategic goals, while taking sales ownership for AI and Copilot engagements and being a trusted advisor who translates client needs into concrete commercial opportunities and drives them to closure.
- Act as a trusted senior advisor on Copilot and applied AI, guiding clients on responsible use, governance, and adoption, and helping executive stakeholders make informed decisions.
- **Thought Leadership:** Staying ahead of Microsoft AI and Copilot innovations and inspiring clients with their business impact.
- **Collaboration:** Working with technical architects and delivery teams to ensure feasibility and accurate scoping.

We are looking for:

- Solid experience from a client-facing role within the Microsoft ecosystem, with proven responsibility for leading customer dialogues, shaping engagements, and driving results with enterprise customers.

- Established commercial networkamongleading Danish companiesand the ability to build trusted executive-level relationships.
- Hands-on experience with Microsoft Copilot and applied AI, with an understanding of Azure and the broader Microsoft platform supporting Copilot-enabled scenarios.
- Proven experience in pre-salesand salesactivities, includingshaping opportunities and contributing to demosandleadingcustomer dialogues
- Fluent communication inDanish and English (written and spoken)

You bring a strong combination of strategic advisory capability, Copilot and Alexpertise, and an entrepreneurial mindset to help shape and grow our Microsoft practice in Denmark. You engage confidently with client stakeholders to define technology roadmaps and align Copilot- and AI-enabled solutions with clear businessobjectives.You stay ahead of Microsoft Copilot, AI, and Azure developments and translate emerging opportunities into tangible outcomes and lasting value for clients

Contact and application

In this recruitment process we are assisted by European Search Company. For additional information about the position please contact Christoffer Bjørk Petersen +45 2080 1638 or Brian Ranvits on +45 2048 0548.

If you see yourself in the position, please send your application by using this apply button below. Note that candidates will be processed as they arrive, until the position is filled, so do not hesitate to submit your application

About BearingPoint

BearingPoint is a global management and technology consultancy with strong European roots and a growing international footprint. The firm operates across more than 20 countries and combines deep local market insight with global scale, enabling clients to address complex strategic, operational, and digital challenges.

A core strength of BearingPoint lies in its technology and platform capabilities, where Microsoft plays a central role. BearingPoint has built a strong and mature Microsoft organization spanning Azure, Data & AI, Modern Work, Security, and Business Applications. Globally, BearingPoint has more than 500 dedicated Microsoft professionals operating at a high-end, expert level, supporting clients in designing, implementing, and scaling secure, business-driven solutions across the full Microsoft ecosystem.

Through close partnership with Microsoft, BearingPoint delivers solutions that combine architectural rigor with pragmatic execution. With a strong focus on innovation, quality, and measurable impact, the firm helps organizations translate advanced technology into real business value—working seamlessly across strategy, technology, and implementation.