

Katharine Kennedy

AI STRATEGY & COMMERCIALIZATION ADVISOR · KEYNOTE SPEAKER · AUTHOR

Global General Manager, Partner Development at Microsoft. 20 years in enterprise go-to-market and P&L leadership. I help companies turn AI fear into trust, and trust into revenue.

Keynote & session topics

Human-First AI Leadership for the Regulated Enterprise — Building AI programs that are responsible, sustainable, and safe — without slowing the business down.

From AI Fear to Trust to Revenue — How to commercialize AI: pricing, packaging, and go-to-market that customers actually buy.

Agentic AI Readiness — What leaders must put in place before AI agents act on their behalf — governance, data, and accountability.

Leading Authentically — Female leadership, confidence, and lifting others up — drawn from my career and my book, Fixing Her Crown.

Formats

Keynotes (30–60 min) · Fireside chats & panels · Half-day executive AI envisioning sessions · Board and leadership team workshops · Advisory engagements. In person or virtual.

Selected experience

• Microsoft — leads the ServiceNow and Adobe partner businesses; drove ServiceNow platform on Azure and agent-to-agent automation work.
• Salesforce — elevated the strategic partnership with The Walt Disney Company.
• Featured in Business Insider on female leadership and authenticity.
• Author of the children's book Fixing Her Crown; host of the video podcast With All Due Respect.

Book Katharine

Schedule a conversation: calendar.app.google/U9QjDsu4DXL3W4xH7
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