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Office of University
Communications

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A Q&A with Kevin Koenig, '13, Who Works With Payroll Solutions Company

Kevin Koenig, '13, of Cincinnati, Ohio, likes the challenge of working in the business world. "It allows me to strive for bigger and better things each day," Koenig asserted. "The opportunities in business are endless, so I know that I am able to position myself in a positive manner to accomplish big things."

He was recruited to the men's swim team at Gardner-Webb, and majored in business with a concentration in marketing. He has been employed with Paycor, a payroll solutions company, for four years. He began as an implementation consultant and now manages clients with Annual Recurring Revenues (ARR) of \$10 million.

Q: Describe what you do at Paycor:

Kevin: Currently I am covering two positions. The first is a "Senior Client Success Manager." I serve as a project manager for my clients' larger projects, and strategize on their future initiatives with Paycor. This role also allows me to build strong business relationships with the client. The overall objective is to keep our clients happy, and increase ARR by finding additional leads for our sales partners to help grow the account. My second/new position is a "Senior Broker Care Consultant." I am a team of one, and report directly to the head of our broker channel. A broker is the person/company that helps each client find insurance options for their employees. In this role, my responsibility is to work directly with the broker rather than the client. At Paycor, brokers refer approximately 30% of our business, so it is my responsibility to ensure that our broker partners are happy. This allows me to conduct training sessions on how to better utilize our platform, and allows me to travel to the broker firms directly to help strengthen our



partnerships.

Q: Why did you choose Gardner-Webb over other universities?

Kevin: I chose Gardner-Webb, because of the class sizes that were offered. I am a person that learns better in a small environment, and the moment I came to campus I knew it was the right fit for me. I truly believe that I have success in the business world due to the foundational base that Gardner-Webb provided me.

Q: What did you value most about your Gardner-Webb experience?

Kevin: My classmates, and my professors. My classmates made the journey enjoyable, and we still see each other to this day. The professors truly do care about you as a person, as well as your career after you leave. A great example is Dr. Don Caudill (professor of marketing) as he still checks on me to this day.

Q: How would you describe Gardner-Webb to someone who doesn't know about the University?

Kevin: It is a close-knit community that allows each person to grow in more than one way. It allows you to mature into an adult, while working on your personal relationships and your professional aspirations. Also, the University tailors to each and every student to ensure they have the resources needed to be successful in and out of the classroom.

Q: What did you learn at Gardner-Webb that helps you on the job?

Kevin: Gardner-Webb allowed me to come out of my shell, and find the real me. The people who surrounded me on a day-to-day basis were all supportive and helped launch my professional career. They helped provide me with the foundational business skills to apply and accept many positions. Lastly, the professors stay close to you after graduation to offer additional assistance. This goes a long way if you aren't sure what is next after graduation day.

[Learn more about the Godbold School of Business.](#)