Connor Hankins

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SUMMARY

AI Strategy & Finance professional supporting Microsoft's multi-billion-dollar AI API business and its hyperscale partnership with OpenAI. Expertise in revenue forecasting, GPU capacity economics, and long-range compute planning across hundreds of thousands of GPUs, translating technical complexity into clear, actionable insights for senior leadership.

PROFESSIONAL EXPERIENCE

Microsoft – Azure Core AI Finance Team   **Redmond, WA**
Senior Finance Manager – Azure OpenAI (AOAI)   *Jan 2025 – Present*

- Lead AOAI weekly business reviews for AI Foundry leadership, synthesizing cross-functional insights and customer trends. Developed a methodology to size weekly revenue impacts from capacity constraints, enabling informed GPU prioritization and multi-million-dollar customer trade-off decisions in a supply-constrained environment.
- Own AOAI revenue forecasting and budgeting for a multi-billion-dollar AI business, building driver-based models that integrate product roadmap insights, ML regressions, market signals, and supply constraints to set targets
- Establish forecasting approaches for new AI model launches (e.g., GPT-4.1, GPT-5) by leveraging early adoption signals, usage patterns, and model research to project customer usage across hundreds of trillions of API tokens
- Oversee monthly AOAI revenue-share calculations, translating customer usage into contractual economics and ensuring accurate financial alignment within the Microsoft-OpenAI partnership
- Update AOAI's 10-year compute demand outlook, projecting long-range GPU requirements across a global fleet of hundreds of thousands of GPUs. Translate these forecasts into datacenter capacity needs (megawatts, leases, and construction) to inform multi-billion-dollar infrastructure investments.

Microsoft – Cybersecurity Finance Revenue Planning   **Redmond, WA**
Senior Finance Manager (promoted from Finance Manager) – Entra + Intune   *Sept 2022 – Jan 2025*

- Built product P&Ls for Microsoft Entra and Intune, multi-billion-dollar Cloud Security portfolios within Microsoft's $20B+ Security business, integrating revenue, COGS, and OpEx to guide portfolio investment decisions
- Managed revenue planning and monetization modeling for premium Entra and Intune offerings, influencing SKU strategy and supporting rollout across tens of millions of enterprise users

Microsoft – Finance Rotation Program (FRP)   **Redmond, WA and Munich, Germany**
Financial Analyst   *Sept 2020 – Sept 2022*

- Completed a two-year finance rotation program with roles in EMEA Consumer Sales FP&A (Munich), Investor Relations, Marketing Analytics, and Consulting Finance
- Developed a machine learning forecast model incorporating consumer sentiment, supply chain indicators, and device market intelligence, improving Surface and PC Accessories sales forecasting accuracy by more than 2.5x
- Streamlined the competitor earnings analysis process, reducing insight-gathering time by more than 35% and distributing earnings summaries to Microsoft senior leadership, including C-suite executives

EDUCATION

Indiana University, Kelley School of Business, Bloomington, IN
Bachelor of Science in Business with Distinction   May 2020
Majors: Finance, Technology Management

SKILLS

Analytics & Planning: Data Analytics, Excel VBA, Power BI, SQL, Python in Excel, Forecast Automation, Capacity Planning
Finance & Strategy: API Business Forecasting, P&L Management, Cloud & AI Economics, Strategic Finance
Leadership & Communication: Executive Communication, Cross-functional Influence, Navigating Ambiguity