

Awet Banks-Hagos

SOLUTION ARCHITECT &
TECHNICAL PROGRAM
MANAGER

PHILOSOPHY

- 01 Push every shiny button
- 02 Learn just enough to build what you need
- 03 Take big risks — and don't hide your losses

SKILLS

Microsoft Power Platform

Azure (Logic Apps, Container Apps)

AI-Assisted Development

T-SQL, DAX, Python

Security & Compliance

SOFT SKILLS

- Concise Communication
- Stakeholder Alignment
- Simplifying Complexity
- Mentoring & Coaching

CONTACT

LOCATION

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ABOUT

Solution Architect and Technical Program Manager with 10+ years leading data, automation, and AI programs at Microsoft. Proven record of owning high-stakes regulatory automation and platform migrations — **2,700+ hours of manual work automated per year**, with **60%+ of shipped code AI-assisted**.

EDUCATION & CERTIFICATIONS

California State University, Northridge

B.S., Business Information Systems

AI + CI Foundations Certified Badging — Microsoft

AI + Continuous Improvement practices; Copilot agent development; DIVE framework

EXPERIENCE

Microsoft

2023 – Present

Solution Architect & Technical Program Manager

- Implemented an event-driven regulatory reporting app (Azure Logic Apps, Container Apps, Dataverse) — cut manual government reporting from **20% to <1%** at a **99.45% SLA**.
- Scaled the platform to support South Korea and Germany with **zero code changes** — new countries, agencies, and file formats onboard via configuration.
- Program-managed a Root Cause Analysis platform with Federal / Non-Federal data isolation — weekly demos rated **5/5 for business value** by 15+ stakeholders across 6 cycles.
- Drove enterprise adoption of a self-service Finance Intake tool — cut plan-phase cycle time 2 days (**~50% total launch-cycle reduction**) and returned **120 planner hours/year**.
- Grew AI-assisted development **7x to 350M+ tokens/month** — **60%+ of shipped code AI-assisted**; mentored two engineers on the practice.
- Embedded security end to end across solutions: row-level security in reporting, automatic Entra ID provisioning, Managed Identity + Key Vault — **zero credentials in code**.

Microsoft

2017 – 2023

Data Analytics Lead / Product Manager

- Designed the Deal Quality metric adopted as the standard across an **\$80B** Volume Licensing business; shipped the org's first partner-facing self-serve reporting portal supporting the top 8 commercial partners (**\$5.9B** scope, row-level secured).
- Directed migration of 6 data marts to Microsoft Fabric + Azure SQL — **250+ hours/week saved**, compute costs cut **50%**, accuracy raised 70% to 95%.
- Automated Core AI operational review workflows (**900+ hours/year**, admin time down **83%**); cut intake turnaround from **15 days to 7**.

Point B Consulting

2016 – 2017

Sr. Business Analyst

- Implemented an enterprise BI platform for Microsoft's 3rd-Party OEM channel — led acceptance testing and requirements for **50+ reports** used by **150+ users**.