

CONNOR O'HEARN

AI Strategy & Enablement Leader

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SUMMARY

AI strategy and enablement leader who pairs executive go-to-market experience with hands-on building. Originated and closed a flagship Microsoft partnership solo, advancing it from startup partner to Microsoft Copilot development partner and producing a Microsoft Build feature and Pegasus co-sell entry. Today architects and operates a production multi-agent AI system serving paying clients. A systems thinker trained in supply chain and FP&A who maps where AI creates value, persuades the executive, and ships the solution.

SELECTED IMPACT

- Originated and landed a Microsoft partnership solo at an early-stage AI startup, moving from a single introduction to a signed startup-partner agreement in days, then to Microsoft Copilot development partner through a year-long co-build with Microsoft's product org. Outcome: a Microsoft Build feature and Pegasus co-sell entry with a 2,000-engineer pilot.
- Designed and operate a live multi-agent AI platform (MOCO) with 50+ skills, autonomous Claude Code execution, and model routing across Anthropic models, delivering marketing services to paying small-business clients.
- Sold roughly \$30M in aircraft at Textron Aviation, exceeding a two-per-year quota with seven closed (including pre-launch aircraft) while absorbing a 12-state territory.
- Among the earliest GPT-3 power users (2022), translating frontier-model fluency into product, partnership, and go-to-market strategy.

EXPERIENCE

2555 Ventures LLC (d/b/a Maai Designs)

Savannah, GA

Founder & Principal · Early 2024 – Present

- Architected MOCO, a production multi-agent system that runs marketing operations autonomously: 50+ skills, autonomous Claude Code execution, model routing for cost and quality, deployed on dedicated Apple Silicon.
- Ship client-facing products end to end (Next.js, Cursor, Claude Code, Vercel) for live small-business clients.
- Advise venture, PE, and family-office clients on applied AI, building automations, agents, and diligence-support tooling at the frontier of agentic systems.

Pieces for Developers

Cincinnati, OH

Head of Partnerships, then Chief of Staff · 2022 – 2024 (project work from 2021)

- Joined a venture-backed AI dev-tools startup (about 30 people, seed from Drive Capital) as the first and sole business-development hire; grew into Chief of Staff with ownership spanning fundraising to product.
- Originated and led the Microsoft partnership end to end: sourced it, built the strategic case, pitched alongside the CEO, drove a year-long Teams and Copilot co-build, and advanced it from startup partner to Microsoft Copilot development partner, securing a Build breakout, a keynote feature, and Pegasus co-sell entry.
- Helped raise capital, securing a \$500K commitment from a regional VC during the Series A; contributed to a CEO and CPO-led product redesign through the SVB crisis and the early-LLM boom.

Textron Aviation

Boston, MA

Regional Sales Associate, Business Jets · 2017 – 2019 (Sales Development Trainee 2016–17; Aftermarket Intern 2015)

- Sold roughly \$30M in aircraft with seven closed against a two-per-year quota, including aircraft not yet in production; largest single deal just under \$10M.
- Absorbed a 12-state Northeast territory after team departures, taking on owner-operator, corporate-account, pre-owned, and special-missions lines while supporting a regional VP and five directors.

EDUCATION & CREDENTIALS

- M.A., Geography and B.S., Supply Chain & Operations Management, Miami University (Farmer School of Business). Published master's thesis, 400+ downloads.
- Certificate, Financial Planning & Analysis, The Wharton School, University of Pennsylvania. · Certificate, GIS, Miami University.

SKILLS & TOOLS

AI & Build: AI strategy, LLMs, Claude Code (expert); multi-agent systems, model routing, prompt and context engineering, RAG, Anthropic and OpenAI APIs; Next.js, Cursor, Vercel, Python, Figma.

Commercial & Business: Enterprise partnerships and co-sell, complex sales, fundraising support, pricing, FP&A, systems and process design, go-to-market strategy.