Will Perry

Engineering transformation leader · Ex-GitHub Copilot

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Summary

Engineering leader with 18+ years building business-critical enterprise, cloud and developer platforms at Microsoft, AWS and GitHub. Most recently Director of Software Engineering for GitHub Copilot, leading the teams that built the metrics and governance controls enterprises use to roll out AI coding tools. I've spent my career leading engineering organizations through change that lasts, and now help companies adopt AI so productivity rises and engineers champion it rather than resist it.

Selected outcomes

- **Shipped on the biggest stage.** Took Copilot Extensions from a newly formed team to a live demo in Satya Nadella's Microsoft Build 2024 keynote in about two months.
- **Drove adoption at scale.** Engineering DRI for Copilot Free, shipped in weeks; Copilot monthly active users grew from 3M to 8M+ in the months after.
- **Built the tools enterprises use to adopt AI.** Led the teams behind Copilot Metrics and policy controls, used by Fortune 100 banks and retailers to measure and govern their Copilot rollouts.
- **Unstuck stalled v1s, twice.** Dotnet Monitor and AWS Control Tower, each 2+ years in development, reached customers within 3 months of my arrival.
- **Turned skeptics into change-makers.** Took a Dynamics 365 team on 3-year ship cycles to monthly planning, CI and microservices; build times dropped from 4+ hours to minutes.

Experience

Founder & Operator, Wine, Darling!

Seattle, WA · 2026 – present

- Founded a wine bar and community third space in Pioneer Square: signed the lease, led the buildout, opened June 2026. Own the P&L and operations.

Director of Software Engineering, GitHub Copilot

Remote, Seattle, WA · 2024 – 2026

- Owned the Copilot org for pricing and billing, usage metrics and admin controls, plus GitHub Marketplace; hired 20+ engineers and nearly doubled the org.
- **Launched fast:** GitHub Models with a virtual team across three continents, plus Copilot Extensions and Copilot Free across 10+ teams.
- **Metrics and Controls:** Copilot Metrics API and dashboards, EU-compliant developer telemetry, and policy controls for regulated customers.
- **Pricing:** high-watermark billing to recapture lost ARR, metered billing and the Copilot Pro+ launch.

Principal Engineering Manager, Microsoft Visual Studio

Seattle, WA · 2020 – 2024

- Ran two teams building production diagnostics for .NET on Windows and Linux.
- Took Dotnet Monitor from stalled to GA: 1.5M+ container pulls a month within a year, used by 15+ Microsoft services.
- Moved the team from multi-year to monthly releases; set the vision for AI-assisted diagnostics.

Software Development Manager, AWS Control Tower

Seattle, WA · 2018 – 2020

- Hired and led two teams (16 engineers) building AWS Control Tower from preview to GA.
- Cut cycle time by partnering early with product, design and blocking teams like Fraud and Accounts.
- Turned the team's fear of operations into a project they enjoyed: launched over-ready, then scaled back.

Senior Software Engineering Manager, Microsoft Dynamics 365

Bellevue, WA · 2015 – 2018

- Led 10 engineers on a cloud service in an org with 3-year ship cycles and deep skepticism of agile.
- Won over skeptics: senior engineers went from listing what was broken to proposing fixes.
- Set up compliant open-source use with Legal; rebuilt a legacy service to be more reliable and cheaper.

Senior Software Engineer, Microsoft Dynamics NAV and Azure

Redmond, WA and Copenhagen, DK · 2008 – 2015

- Started on Dynamics NAV (ERP stress testing), then shipped Service Bus, Notification Hubs and API Management.

Focus areas

AI adoption · Engineering transformation · Change management · Developer productivity · AI governance · Agile and DevOps · Operational readiness · GitHub Copilot · LLMs · Azure · AWS · .NET · CI/CD

Education

B.Eng. Computing, Imperial College London (2004 – 2008) · **WSET Level 2 Award in Wines** (2025)