

Daniel Ko

MBA, CQRM

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SUMMARY: Enterprise GTM and business development leader with 7+ years opening new markets and managing full-cycle sales across AI infrastructure, SaaS, cybersecurity, analytics, and digital twins. Closed \$400K+ in digital-twin business and \$200K+ in IT consulting/services, built qualified pipelines up to \$4M, and developed enterprise-storage partnerships and technical POCs. MBA in Artificial Intelligence with CQRM certification and hands-on experience building AI-assisted products and GTM workflows.

SUMMARY OF QUALIFICATIONS

AI Infrastructure GTM: Led U.S. sales planning for Samsung PBSSD, built 3 strategic partner relationships, and secured 3 POC opportunities involving WEKA, Ceph, and IBM Storage Scale

Enterprise Sales Results: Closed \$400K+ in digital-twin business and \$200K+ in IT consulting/services; closed Proofpoint's 2nd-largest SMB deal at \$50K versus a typical \$12K deal size

Founder and Product GTM: Built Quiche/ADUOS, led a 5-person team, signed 2 partnership agreements and 1 MoU, and was selected for the Innovate Bay incubator while earning an MBA in AI

SKILLS

GTM: Enterprise Sales, New Business, Strategic Partnerships, Channel Development, POC Execution, Pricing Strategy, Contract Negotiation

Markets: AI Infrastructure, Enterprise Storage, GPUaaS, Cloud Providers, SaaS/PaaS, Cybersecurity, Data Analytics, Digital Twin

Tools: Salesforce, HubSpot, Apollo.io, ZoomInfo, Outreach.io, LinkedIn Sales Navigator, Dripify, Mixpanel

Languages: Native-level Korean and English

PROFESSIONAL EXPERIENCES

Founder - (Part-Time/ Concurrent with MBA)

Sept 2025 – Present

Quiche, Inc. (B20250315931)

Fremont, CA

- Built Quiche Homes, an ADU marketplace, and ADUOS, an address-to-feasibility platform for lot analysis, permitting navigation, and project economics
- Led a lean 5-person team across 2 software engineers, 1 marketing lead, 1 technical cofounder, and founder-led GTM execution
- Selected for Innovate Bay startup incubator cohort, developing Quiche/ADUOS through customer discovery, builder partnerships, and demo-day preparation
- Signed 2 partnership agreements and 1 MoU with Bay Area builders, with additional partnerships in active discussion
- Accelerated product iteration, market validation, and website deployment through AI-assisted development workflows with Claude, Codex, and related tools
- Executed GTM through door-to-door outreach, EDDM campaigns, 25 educational blogs, and 5 interactive learning wizards

Manager, New Business and Sales Channel Development ((role ended due to reorganization)

Apr 2024 – Feb 2025

Samsung Semiconductor

San Jose, CA

- Led U.S. sales and commercialization planning for PBSSD, a high-density enterprise storage platform offered through a Hardware-as-a-Service model
- Secured 3 proof-of-concept motions with WEKA, Ceph, and IBM Storage Scale for scalable enterprise-storage use cases
- Built 3 strategic partner relationships with GDT, IBM, and Sycomp for rack-level AI/HPC and enterprise-storage opportunities
- Generated a 25-account AI infrastructure pipeline through targeted outreach to 750+ organizations
- Advanced Supermicro OEM partnership discussions and participated in service-agreement and legal reviews
- Modeled the CapEx-to-OpEx economics for PBSSD-as-a-Service, including breakeven pricing and partner economics
- Scoped rack, power, networking, server-capacity, and colocation requirements for a multi-node WEKA performance test
- Trained partner sales teams on PBSSD positioning, software-defined storage, and AI/HPC use cases
- Developed 8 sales-enablement assets, including data sheets, pitch decks, call scripts, quota documents, and partner/customer roadmaps
- Context: Role concluded after a U.S. leadership change led to a reorganization that discontinued the PBSSD project and eliminated the U.S. project team

Sales Manager (role ended due to U.S. team workforce reduction)

Jul 2022 – Dec 2023

Kyligence

San Jose, CA

- Closed a \$150K ARR enterprise agreement with an enterprise software company for Kyligence's cloud analytics platform
- Generated a \$1.5M enterprise opportunity pipeline, equal to 3x quota, in a greenfield U.S. territory
- Achieved 50% of quota within the first two months while commercializing a newly launched enterprise analytics platform
- Established Kyligence's U.S. go-to-market motion while reporting directly to the CEO, creating sales processes, reseller strategy, vendor relationships, and market-entry plans

- Forged channel and reseller partnerships from the ground up, expanding U.S. coverage through partner-led distribution
- Defined target buyer personas, enterprise use cases, value propositions, and market-fit requirements with product managers, solution architects, and customers
- Drove a complex enterprise proof of concept with a major semiconductor equipment manufacturer by aligning IT, BI users, compliance stakeholders, and offshore technical teams
- Directed an offshore SDR team, setting outreach cadence, account priorities, qualification standards, and pipeline targets

Enterprise Account Executive

Jul 2021 – Jul 2022

3i Inc.

San Jose, CA

- Closed \$400K+ in new enterprise business for AI-powered digital twin solutions through strategic prospecting and risk-mitigated contracts
- Built \$3M+ pipeline against a \$1M quota through 30-50 daily calls/emails to Directors, VPs, and C-level buyers
- Led post-sale adoption for closed enterprise deals by training users, validating digital-twin use cases, and ensuring successful deployment after contract signature and payment
- Converted cold executive outreach into a major aviation manufacturer opportunity across a 72-facility U.S. portfolio
- Built business case for reducing recurring CAD redesign work and improving remote facility visibility at a fraction of existing operational cost

Account Executive (role ended due to COVID-19 workforce reduction)

Oct 2019 – Jul 2020

Coyote Creek Consulting (Atlassian Partner)

Milpitas, CA

- Closed \$200K+ in new enterprise business with named accounts including Genentech, Lenovo, and Twilio through consultative, full-cycle new-account sales
- Owned full-cycle new-account sales from prospecting through close, including discovery, SOW creation, services scoping, timeline management, and coordination between customers and internal consultants
- Built \$4M+ qualified pipeline against a \$1M quota through C-level prospecting, 30-50 daily calls, and targeted executive email outreach
- Sold and scoped IT consulting, managed services, nearshore delivery resources, data migration, implementation, configuration, and Atlassian licensing solutions
- Created financial comparison for Genentech Jira licensing options, helping the customer evaluate cloud vs. perpetual on-premises licensing economics

SME Account Executive

Jul 2018 – Oct 2019

Proofpoint, Inc.

Sunnyvale, CA

- Closed the 2nd-largest SMB deal in team history at Proofpoint, a \$50K package against an \$80K quota and a typical \$12K SMB deal size
- Built 4x pipeline coverage and reached 80% of annual quota after three quarters while ramping into a new financial-services territory
- Owned full-cycle new-business development across financial-services cybersecurity accounts in Michigan and Wisconsin, from prospecting through close
- Generated 60% of opportunities through cold outreach to CISOs and security buyers, including consistent 30-50 daily prospecting calls
- Leveraged channel partners including CDW, SHI, Optiv, and AT&T to accelerate sales cycles from prospect to close
- Sold cybersecurity portfolio including Email Security, Security Awareness Training, Web Isolation, CASB, and Professional Services

EDUCATION

San Francisco Bay University - MBA, Artificial Intelligence | Cumulative GPA: 3.90

Jun 2025 – July 2026

- Publication: Ko, D., & Mun, J. (2026). Workload-Dependent Thermal Locality in AI GPU Nodes: Evidence from H100 and B200 Intra-Node Thermal Divergence. Intelligent Control and Automation, 17(3), 77–107. <https://doi.org/10.4236/ica.2026.173004>
- Relevant coursework: AI Business, Quantitative Risk Management, Financial Risk Management, Agile Project Management, and Strategic Management
- Honors: Sigma Beta Delta International Honor Society for Business, Management, and Administration | Lifetime Member, 2026

University of California, Davis - Bachelor of Arts, Economics

Sept 2011 – Dec 2015

BUILDER PROJECTS

GTM Operator (<https://gtm-operator.vercel.app>): AI-native workspace for complex B2B launches. Turns launch context into plans, relationship-aware maps, pricing strategy, risks, and weekly execution

ADUOS / Quiche (<https://aduos.co>) | (<https://quiche.homes>): Address-first ADU feasibility and homeowner-builder marketplace work for California ADU projects, focused on helping homeowners understand feasibility before wasting time or money

Han Current (<https://hancurrent.com>): Bilingual B2B manufacturing GTM site for Korean private-label nanobubble water manufacturing, built to convert U.S. beverage, wellness, and hospitality buyers into qualified OEM conversations

CERTIFICATIONS

Certified Quantitative Risk Management (CQRM-IIPER) | Real Options Valuation / IIPER

May 2026

Multi AI Agent System | CrewAI

Jul 2025

Foundation of Prompt Engineering | AWS

Jun 2025

Oracle HCM Cloud 2017 Sales Specialist | Oracle

Oct 2017