

Daniel Ko

MBA, CQRM

A: Milpitas, California 95035 | P: (213) 219-2340 | E: daniel.ko7188@gmail.com | WWW: https://danielko.info
L: https://www.linkedin.com/in/danielweonko/ | G: https://github.com/danielko7188-hue

SUMMARY: Enterprise GTM and business development operator with 7+ years across AI infrastructure, SaaS, cybersecurity, analytics, and digital-twin markets. CQRM-certified MBA in AI graduate with experience building technical pipeline, partner motions, and AI-assisted GTM/product systems. Seeking a long-term GTM/business development role where I can grow technical revenue, build durable enterprise relationships, and stay with a team through multiple stages of growth.

SELECTED ACHIEVEMENTS

AI Infrastructure Partnerships: Led U.S. sales motion for Samsung PBSSD, building 3 strategic partnerships with GDT, IBM, and Sycomp and securing 3 POC motions with WEKA, Ceph, and IBM Storage Scale.

Enterprise Revenue & Pipeline: Closed \$400K+ in digital-twin business, \$200K+ in IT consulting/services business, and a \$50K Proofpoint SMB deal versus a typical \$12K deal size.

Founder / Product GTM: Built Quiche/ADUOS while completing an MBA in AI, leading a 5-person team, securing 2 partnerships, and joining the Innovate Bay startup incubator cohort.

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)

June 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

Apr 2024 – Feb 2025

Samsung Semiconductor

San Jose, CA

- Led U.S. sales motion for PBSSD, a high-density storage server, within Samsung's Memory New Business Planning Team.
- Built 3 strategic partner relationships with GDT, IBM, and Sycomp from a 25-account AI infrastructure pipeline designed to reach 750+ target organizations.
- Advanced Supermicro OEM partner discussions and participated in service/legal agreement reviews to support commercialization.
- Secured 3 POC motions with WEKA, Ceph, and IBM Storage Scale to test PBSSD for scalable enterprise storage use cases.
- Developed 8 sales enablement assets, including data sheets, pitch decks, call scripts, quota documents, and partner/customer roadmaps.
- Aligned with partners on breakeven pricing, performance-testing requirements, and SDS positioning before the project/team was eliminated in a company reorganization.

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

Jul 2022 – Dec 2023

Kyligence

San Jose, CA

- Built \$1.5M enterprise opportunity pipeline, 3x quota, in a greenfield U.S. territory for a Shanghai-based big data analytics SaaS company
- Reached 50% of quota within the first 2 months while selling a newly launched enterprise analytics SaaS product
- Built U.S. go-to-market motion from the ground up, including sales process, reseller partnerships, vendor relationships, and market-entry planning
- Led Applied Materials enterprise analytics sales cycle by aligning IT, front-end users, compliance requirements, and offshore technical resources around POC execution
- Managed offshore SDR team activity against sales targets, including outreach cadence, account prioritization, and pipeline generation

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

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

EDUCATION

San Francisco Bay University - MBA, Artificial Intelligence | Cumulative GPA: 3.88

Jun 2025 – July 2026

* Publication: Ko, D., & Mun, J. (forthcoming Sep 2026). "Workload-Dependent Thermal Locality in AI GPU Nodes: Evidence from H100 and B200 Intra-Node Thermal Divergence." Intelligent Control and Automation.

* 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 - Bachelors of Arts, Economics

Sept 2011 – Dec 2015

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