

Daniel Cooke

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Summary

Global technology leader with expertise in AI, sales, marketing, and project management. Proven track record of driving business growth through strategic vision, cross-functional collaboration, and high-impact team leadership.

Experience

Founder & Sole Proprietor • Hypermean Technical Consulting • 1996-2026

Delivered strategic technology solutions for art galleries and other SMB clients by analyzing business requirements and technical specifications while managing stakeholder expectations and project timelines.

Financial Customer Associate • Fidelity Investments • 2026

Executed exceptional service to clients, resolving complex inquiries and providing tailored financial solutions to optimize retirement planning.

- Managed customer inquiries to provide accurate account verifications, ensuring clients had clear insights into their holdings and transactions.
- Processed withdrawals and loan requests for 401k plans, guiding customers through eligibility requirements, documentation, and compliance to facilitate seamless financial actions.
- Performed account maintenance, contribution adjustments, and maintaining data accuracy.
- Delivered education and resources on investment options, retirement planning tools, and Fidelity platform features, empowering clients to make informed decisions.

HP Services Portfolio Marketing Manager • HP Inc. • 2022 – 2025

Led and managed worldwide marketing assets for Configuration and Deployment Lifecycle Services. Partnered with organizations, executives, and channel partners to develop joint go-to-market plans and marketing assets.

- Trained global teams on services offerings.
- Managed projects and people for new and evolving services.
- Active contributor of content as a social selling influencer.
- Championed strong advocacy of cybersecurity services offerings.
- Created collateral for the internet, the press and advertisers.
- Coordinated and managed numerous public events.
- AI Copilot and ChatGPT community member and subject matter expert.

Services Sales Specialist • HP Inc. • 2013 – 2022

Managed new and existing business, lead generation and client relations.

- Guided teams and customers with transactional and contractual services and hardware sales offerings.
- Achieved revenue targets and maintained a sales pipeline in excess of \$25M, receiving recognition as an "Achievers Club" award winner.
- Created and distributed communications, newsletters, and announcements to sales staff and other stakeholders.
- Developed and presented training presentations to educate internal and external customers, utilizing expertise in corporate-wide sales strategies.
- Formed, planned, and interpreted Salesforce and Dynamics CRM analysis and forecasting to drive superior negotiation and B2B growth.

Custom Mission Critical Technical Account Manager • HP Inc. • 2009 – 2013

Served as the primary liaison for enterprise clients, ensuring optimal system performance and strategic alignment.

- Leveraged enterprise storage and SAN expertise.
- Directly owned relationships for customer's storage devices in data centers and law firms, primarily in the Virginia and District of Columbia region.

Registrar/Marketing/Web Manager • Lewallen Galleries • 2005 – 2007

Managed the registration and logistics of fine art collections.

- Maintained legal compliance and records of all artworks, including contracts, provenance and authenticity.
- Scheduled exhibitions and collaborated on installation logistics.
- Oversaw digital records using collection management software.
- Facilitated communication with artists, collectors, and institutions.

Project Manager/Assistant to Director • La Puerta Originals • 2004 – 2005

Supported executive visionary to manage strategic planning, scheduling, and operational oversight.

- Streamlined operations and delivered custom design solutions in a high-end architectural environment.
- Coordinated between design, production, and installation teams to maintain workflow efficiency, project timelines, resources, and client communications.

Global Reporting Tools Manager • Peoplesoft/Oracle • 2002 – 2003

Led the support team for the global enterprise reporting tools.

- Directly influenced development, ensuring timely, secure delivery across business units.
- Supported PeopleSoft reporting tools, including nVision, Query Manager, and Crystal Reports.

Corporate Service Operations Manager • Wind River Systems • 1995 – 2002

Led, recruited, trained, developed, and mentored a technical team of 30 engineers.

- Created and oversaw high-volume worldwide technical call centers.
- Generated the Corporate Services Operations Guide, used for global reference and training.
- Leveraged knowledge in UNIX, Linux, macOS, Windows, VxWorks, Python, R, Rust, SQL, Swift, C, and C++.

International Support Manager • Supermac/Radius, Inc. • 1993 – 1995

Spearheaded global services for groundbreaking Apple Mac-based desktop publishing and graphics solutions.

Education & Professional Development

- Bachelor of Science (B.S.), Telecommunications • University of Oregon
- Bachelor of Science (B.S.), Political Science • University of Oregon
- Project Management • University of New Mexico
- Grant Writing • University of New Mexico
- Film Studies Internship • University of Southern California
- Project & Leadership Management • UC Berkeley Extension
- Business Administration & Management • Stanford Continuing Studies
- Southwestern Art • Santa Fe Community College

Certifications & Affiliations

- Product Marketing Alliance Core Certification
- American Management Association
- Consortium for Service Innovation
- Big Brother Big Sisters of New Mexico Volunteer
- LucasFilm/THX Division Contractor
- Monte Del Sol School Foundation Board VP
- City of Milpitas Transportation Committee Member
- ITIL v3 Certified
- ISO 9000 Certified
- San Francisco Film Festival Volunteer
- Mill Valley Film Fest Festival Volunteer
- New Mexico Film Office Advisor • HP Megatrends Ambassador
- HP Diversity Council Let's Get Social Founding Committee Member
- HP YEN YOUniversity & Master Your Career Graduate
- HP WIN Woman Impact Network Participant
- HP VIA Team Member