# Daniel Stocker

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Technical professional with over a decade of experience in the tech industry and a track record of building successful products and technical programs. I am a creative problem solver with a passion for helping innovative teams build solutions that make a real difference in the world.

## Work Experience

### Senior Engineering PM @ Apple                                    December 2024 – present | Vancouver, BC

*Partnering closely with teams across the organization to deliver A.I. (Apple Intelligence) "for the rest of us".*
*Responsible for key infrastructure and testing platforms that help validate critical on-device AI & ML scenarios.*

### Senior Technical PM @ Microsoft                          January 2022 – November 2024 | Vancouver, BC

*Highly cross functional role; Drove adoption for the Microsoft Developer product portfolio with the company's global customer base. Responsible for customer feedback, technical enablement, adoption, and growth of several key Developer Tools.*

- Led the "Code With AI" initiative, enabling **50+ large Enterprise customers** to take their AI workloads from idea to implementation while also capturing their learnings as repeatable customer enablement content.
  - Achieved an **average CSAT of 4.8/5.0** and **several million USD of new Sales pipeline** during the pilot phase.
- Implemented adoption framework for GitHub Copilot aimed at large customer accounts with thousands of potential seats.
  - **Reduced average time-to-value (TTV) by 50%**, which is **a 2x faster realization of recurring revenue**.
- Scoped, designed, and launched a brand-new Sales success metric alongside a suite of dedicated reporting tools for thousands of users in the Microsoft field; **working with 10+ product teams across Microsoft in the process**.
  - Achieved **45% growth** in the first year after launch.
- Envisioned and implemented cross-organizational technical feedback process between GitHub and Microsoft.
  - Enabling both organizations to **meet their service level agreement targets 100% of the time**.
- Led the delivery of several key components of the **Microsoft Well-Architected framework** that attract **tens of thousands of monthly users on Microsoft Learn**. Focus areas included **Operational Excellence, Performance, AI and DevOps**.

### Technical PM @ Microsoft                                      April 2020 - January 2022 | Vancouver, BC

*Took Azure Quantum from a research project to an Azure product for Quantum Computing. Responsible for the end-to-end customer experience in the Azure Quantum Early Access program. Led service integration with key platform components such as Azure Support, Azure Marketplace, and Microsoft Partner Center.*

- Onboarded the Azure Quantum product to Azure Support, **allowing the service to meet its support level agreement requirements** in line with platform standards.
- Delivered the first Microsoft internal production use case for the Azure Quantum product in partnership with Azure Storage.
  - Achieved **10X reduction in monthly support escalation** volume and **significant efficiency savings** for the service.
- Built customer case study with NASA/JPL exploring complex scheduling problems.
  - **Reduced a 2-hour execution time to just 16 minutes** using the Azure Quantum cloud service.
- **Conducted quantitative and qualitative user research** and built UX proposals based on learnings, working directly with senior leadership to **drive decisions on the user experience of the product**.

### Application Development Manager @ Microsoft                September 2018 - April 2020 | Manchester, UK

*Partnered with key Enterprise customers to help them build the best version of their product on the Microsoft Azure platform. Managed several customer accounts across various industries and of various sizes and maturity levels.*

- Built a DevOps culture workshop for the Microsoft Developer business that was delivered to customers worldwide.
  - Achieved **80 deliveries in the UK and Ireland** market in the first year.
- Successfully managed direct B2B customer relationships with direct accountability to engineering and business leaders.
  - Consistently **renewed all customer contracts owned** with an **average 20% increase in contract volume**.
- Rearchitected a public sector customer's automated testing platform and moved it to a scalable solution in Azure.
  - Completing this migration **led to a cost saving of 75%** compared to the on-premises solution.

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## Premier Field Engineer @ Microsoft    October 2016 - September 2018 | London, UK

*Technical customer-facing engineering role; Key focus areas included the Azure Cloud Platform and Microsoft's DevOps tooling. Worked with organizations across all industries and sizes on key strategic technical efforts.*

- Delivered DevOps transformation engagement with a key insurance customer **resulting in a 25% improvement in their DORA assessment**.
- Designed, architected, and delivered cloud adoption engagement for a major e-commerce customer centered around moving from a traditional **monolithic application to a distributed set of microservices and serverless functions**.

## Technical Support Engineer @ Microsoft    September 2015 – October 2016 | Reading, UK

*Supported Microsoft's customers for Azure Infrastructure as a Service scenarios with technical break-fix and advisory assistance.*

- Developed support automation to detect and resolve common customer issues quickly, **significantly reducing the time-to-solve** on the team's **top 3 support case root causes** at that time.

## Software Development Engineer @ Microsoft    July 2013 - August 2014 | London, UK

*Product Engineering role covering the Related Search and Auto Suggestion feature areas.*

- Architected and **implemented suggestions and search in the Windows 8.1 store app** from start to finish.

## Education

Bachelor of Science in Creative Computing    September 2011 - July 2015 | London, UK
Goldsmiths College, University of London    First Class Honours degree

## Certifications

- Microsoft: **Azure Solutions Architect Expert**
- Microsoft: **DevOps Engineer Expert**
- Microsoft: **Azure Developer Associate**

- Scrum.org: **Professional Scrum Master**
- Microsoft: **Technical Leadership Development Program Alumni**

## Skills

- Extensive experience building and running solutions on the Microsoft Azure Platform
- Proficient with key DevOps tooling such as Azure DevOps and GitHub
- Open Source & Inner Source practitioner
- Experience developing products using agile methodologies

- Track record implementing and running Continuous Integration and Deployment practices
- Familiar with SQL-style reporting languages
- Experience building reports using common tooling
- Skilled in automation tools such as PowerShell
- Good knowledge of general Office software
- Natural presenter and storyteller

## Languages

English – fluent      French – professional working proficiency      German - fluent