

Marek Cummings

Field Applications Engineer

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📍 Santa Clara, CA

STRENGTHS

- 🗨️ **Customer Translation**
Turns business needs into lab configurations and test plans. Customers received clearer decisions during proof of concept reviews.
- 🔍 **Technical Diagnosis**
Traced difficult boot and firmware issues through logs and controlled isolation. Engineers gained a dependable path for repeat testing.
- 👥 **Cross Team Delivery**
Kept sales, product, engineering, and support aligned during active evaluations. A simple issue owner list kept work moving.
- ♥️ **Clear Documentation**
Wrote setup guidance and knowledge articles after recurring questions surfaced. Teams gained a practical reference for deployment work.
- 🔧 **Field Support**
Visited data center sites for integration and issue resolution. Hands on checks helped customers reach acceptance with confidence.

SKILLS

Field applications

Enterprise servers

Systems integration

x86 architecture ARM architecture

CPU and GPU platforms

Hardware diagnostics

Firmware workflows

Linux administration

Windows systems Virtualization

ipmitool Redfish API

Python scripting BASH scripting

SUMMARY

Field Applications Engineer with 3 years of experience supporting enterprise server, **data center**, and **customer integration** projects across compute, storage, networking, and systems environments. Hands on work spans x86 and ARM platforms, CPU and GPU systems, Linux, Windows, firmware workflows, virtualization, ipmitool, Redfish API, Python, and BASH scripting. Builds **proof of concept** solutions, reproduces hardware and firmware issues, validates deployment readiness, and supports on site integration. Translates customer requirements into practical lab configurations, test plans, acceptance criteria, and deployment guidance. Coordinates technical work with sales, product management, hardware engineering, software engineering, solution architecture, support, senior engineers, and management. Produces setup guides, product notes, knowledge articles, test records, reports, training materials, and **pre sales presentations** that support clear decisions and reliable customer outcomes.

EXPERIENCE

Field Applications Engineer, Enterprise Server Integration

Lone Star Compute Labs 📅 July 2024 - Present 📍 Austin, TX

Supports enterprise server evaluations, customer integration programs, and data center deployments across compute, storage, networking, firmware, operating systems, and virtualization. Leads proof of concept delivery, technical checkpoints, issue ownership, and on site troubleshooting while coordinating with sales, product, hardware, software, and support teams.

- Configured x86 and ARM **proof of concept** systems with CPU, GPU, storage, and network components
- Reproduced firmware issues through Linux diagnostics, ipmitool, **Redfish API**, logs, and component isolation
- Demonstrated boot, **management**, storage, virtualization, and workload requirements before customer integration
- Coordinated technical checkpoints with **sales**, product, hardware, software, and support teams during evaluations
- Resolved data center integration issues by verifying firmware, management connectivity, operating systems, and acceptance tests
- Created **setup guides**, knowledge articles, **product notes**, and Python utilities for recurring validation

Systems Application Engineer, Platform Validation

Hill Country Systems Integration 📅 June 2023 - June 2024 📍 Round Rock, TX

Built and validated reproducible server environments for customer use cases, combining compute, storage, networking, Linux, Windows, virtualization, firmware, and management interfaces. Managed concurrent validation requests, prepared proof of concept evidence, and translated technical findings into practical deployment considerations for customers and sales teams.

- Configured server prototypes combining compute, storage, **networking**, Linux, Windows, and **virtualization** environments
- Diagnosed boot and device detection problems through **firmware** tools, logs, hardware swaps, and controlled changes
- Developed Redfish API and **BASH** scripts that collected inventory and health data across lab servers
- Prepared **proof of concept** test plans with customer use cases, pass criteria, exceptions, and follow up actions
- Presented platform findings during pre sales sessions, connecting system behavior with **deployment** considerations
- Managed concurrent validation requests, configuration records, blockers, and stakeholder communication across active projects

LANGUAGES



MY CAREER



- Field Applications Engineer, Enterprise Server Integration at Lone Star Compute Labs (2.2 Years)
- Systems Application Engineer, Platform Validation at Hill Country Systems Integration (1 Years)

PROJECTS

- Customer Data Center Readiness Lab** 📅 2026
- Small configuration choices can decide whether a customer deployment succeeds. Built a distinct validation lab that connected server management, storage, networking, operating systems, virtualization, and acceptance testing into a repeatable readiness workflow.
- Cross Architecture Server Demonstration** 📅 2025
- A useful demonstration answers a business question before it becomes an integration problem. Prepared a comparative x86 and ARM environment for CPU, GPU, workload, firmware, and management discussions.

LEADERSHIP & AWARDS

- Recognized by engineering peers for clear issue summaries and dependable customer follow through.
- Selected to lead recurring server validation demonstrations for sales and technical stakeholders.
- Trusted with on site integration support for enterprise data center customer evaluations.

EDUCATION

Bachelor of Science in Computer Engineering
Texas State University 🎓 GPA: 0 📅 2023 📍 San Marcos, TX
***Coursework:** Computer architecture, embedded systems, operating systems, computer networks*

CERTIFICATIONS

- Red Hat Certified System Administrator 📅 2024
- Field Applications Engineering Training 📅 2024

TECHNICAL SKILLS

- **Server Platforms:** x86, ARM, CPU platforms
- **Accelerator Systems:** GPU platforms, workload validation, compute systems
- **Operating Systems:** Linux, Windows, Red Hat Enterprise Linux
- **Virtualization:** Virtual machines, hypervisors, virtual workloads
- **Management Interfaces:** ipmitool, Redfish API, server management
- **Scripting Languages:** Python, BASH, shell scripting
- **Firmware Tools:** Firmware updates, system logs, component isolation
- **Data Center Hardware:** Servers, storage, networking
- **Validation Methods:** Proof of concept, acceptance testing, test plans
- **Technical Documentation:** Setup guides, product notes, knowledge articles
- **Customer Enablement:** Training materials, pre sales presentations, demonstration labs

PROFESSIONAL AFFILIATIONS

- Active participant in cross functional engineering reviews with sales, product, hardware, software, and support teams.
- Collaborates with data center customers and internal specialists through shared testing, issue ownership, and deployment planning.

ADDITIONAL INFORMATION

Work Status : Authorized to work in United States. No sponsorship required.

REFERENCES

AVAILABLE ON REQUEST