

ETHAN MYERS

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EMPLOYMENT

SYSTEMS SALES ENGINEER - NUTANIX

Sept 2025 - current

- Led successful POCs and technical conversations on moving from VMware to Nutanix AHV

FIELD ENGINEER - CANONICAL (UBUNTU)

April 2022 - Sept 2025

- Drove and delivered 10+ customer projects with \$200k deal avg. from presales to go-live
- Led projects, training on VMware replacements (OpenStack, MicroCloud) and K8s
- Primary Field Engineer working with US Federal, SLED, and other public customers
- Served as trusted technical advisor to customers, directly advising engineers and executives alike
- Represented Canonical externally at national industry events ([NLIT](#) '24, [AlamoAce](#) '23, '24, [AWS Summit](#) '24, Insight CyberBash '25)
- Built internal tooling used by 5 other engineers to deliver \$600k+ worth of Professional Services
- Led and promoted tooling internally, achieving organic adoption and influencing official product roadmap
- Mentored new Sales Engineers, Field Engineers, and SDRs, serving as both a buddy and a technical resource
- Designed a demo automation tool to automatically provision demo environments, replacing a manual process
- Taught Marketing, Sales colleagues cross-functional requirements to improve technical literacy
- Served as an internal SME for regulated customers, experience with FIPS140-2/3 CMMC, DISA-STIG, CIS L1/L2
- Recognized for work in improving hiring process, reviewing resumes, and performing technical interviews
- Worked remotely and asynchronously with teammates and clients across 80 countries

ANALYST - DELOITTE & TOUCHE, LLP

May 2021 - April 2022

- Worked on NIST CSF (Cybersecurity Framework) assessments and FedRAMP compliance
- Performed security assessments, generated Statements of Work, and built client pursuit material to win work

INTERN - NATIONAL INSTITUTE OF STANDARDS AND TECHNOLOGY (NIST)

Summer 2020

- Worked for Sae Woo Nam at NIST building Bluetooth Low Energy beacons to do COVID-19 contact tracing
- Wrote device firmware in C, performed data analysis, debugging and testing in Python

CERTIFICATIONS

- Professional Cloud Architect - Google Cloud Platform (GCP), [Certificate ID: hame3t](#)
- Associate Cloud Engineer - Google Cloud Platform (GCP), [Certificate ID: TrEa3g](#)

SKILLS

- *Linux (Ubuntu/Debian)* — expert proficiency, deep knowledge of system internals, administration, debugging
- *Python* — expert proficiency, programming language of choice
- *Presales* — address various stakeholders with appropriate technical detail, drive technical conversation
- *OpenStack* — intermediate proficiency covering deployment, usage, and architecture
- *Public/On-Prem/Hybrid Infrastructures* — AWS, GCP, OpenStack, VMware, Proxmox, KVM, LXD, Kubernetes
- *Delivery* — drive projects from initiation to completion, interface with customer teams to overcome obstacles
- *Security Standards* — implementation of DISA-STIG, CIS L1/L2, NIST CSF, FedRAMP, CMMC, FIPS140-2/3
- *Bash* — intermediate proficiency
- *Terraform, Packer, and Vault* — worked to integrate Hashicorp tools with [MAAS](#) and Kubernetes (K8s)
- *SQL* — language proficiency and understanding of architectural/performance considerations for PostgreSQL
- *Identity and Access Management* — AD/LDAP, Radius, Kerberos, AWS/GCP IAM, OIDC, SAML
- *Network Debugging* — debugging TCP, UDP, PXE, TFTP, DHCP, DNS, packet-level troubleshooting

EDUCATION

- B.A. from the University of Colorado, Boulder. Physics & Math double major, GPA 3.3

2017-2020

AWARDS

- Canonical SPIFFs (2x) — awarded for reaching certain sales milestones and project delivery
- Canonical Recognition (2x) — awarded improving hiring process, client pursuit