KEITH McKAY

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PROFESSIONAL SUMMARY

Digital Controls and Embedded Software Engineer Specialist with 15+ years spanning enterprise technical sales and professional audio engineering. Proven record in AV/IT convergence, live sound, film soundtrack work in Dolby Atmos and 5.1, IP networking integration, proof of concept (POC) delivery, and C-level presentations. Rare blend of House of Blues and Wholly Mammoth production experience with modern cloud and infrastructure credentials. AWS Certified. Bachelor of Applied Arts and Sciences (BAAS) candidate at the University of North Texas (UNT), expected 2028.

SKILLS

- **Audio & Creative Tech:** AV/IT Convergence, Live Sound Engineering, Recording and Film Scoring, Dolby Atmos, 5.1 Surround Mixing, Film Soundtrack, Foley Production, Studio Setup/Maintenance, Music Production (4 Albums), 3D Printing, Raspberry Pi
- Technical Sales: Technical Pre-Sales, Contractor Solutions, Consultative Selling, Solution Architecture, Proof of Concept (POC) Development, Zoom, C-Level Presentations, CRM Analytics (Salesforce (SFDC), Power BI, Tableau), Pipeline Management
- **Cloud & Infrastructure:** AWS (EC2, S3, VPC, CloudFormation), Microsoft Azure (AZ-900), Google Cloud Platform (GCP), Infrastructure Automation (CLI), Cloud Cost Optimization, CompTIA Network+

PROFESSIONAL EXPERIENCE

Original Music / Soundtrack (as Eugene Kite)
Obscura Film (Kristian McKay) | 2025 – 2026

- Original music for Kill Trip (2026 feature, dir. Kristian McKay; Quiver Distribution) — IMDb credit as Eugene Kite
- Soundtrack for the upcoming feature Do Not Open (2026, dir. Kristian McKay; Obscura Film)
- Mixing in Dolby Atmos and 5.1 surround

Senior Technical Sales Engineer / Solutions Architect (Remote)
Self-Employed / Consulting | Denton, TX | 2022 – Present

- Architect AV/IT convergence solutions for enterprise clients, bridging legacy audio with IP networking
- Used Zoom for client discovery, technical demonstrations, and proof-of-concept sessions supporting AV/IT collaboration workflows
- Deliver proof of concept (POC) presentations translating technical capabilities into quantifiable ROI
- Build Power BI/Tableau dashboards tracking sales activity; increased team productivity 15%

Assistant Audio Engineer
Wholly Mammoth | Boston, MA | 1995 – 1998

- Operated mixing consoles and maintained studio equipment
- Collaborated with engineers to troubleshoot technical issues

Live Sound Engineer
House of Blues | Boston, MA | 1996 – 1997

- Operated sound equipment for live performances; collaborated with artists/production teams

Sales Engineer / Technical Solutions Analyst (Remote)
Infosim | Cedar Park, TX | 2020 – 2021

- Delivered technical presentations to C-level stakeholders
- Secured major MTN Group (South Africa) contract via data-backed business case
- Supported 15+ enterprise deals contributing to $1.2M pipeline

IT Support Specialist
Dell Federal | Austin, TX | 2017 – 2018

- Reduced network incidents 20% via root cause analysis
- Achieved 95% first-contact resolution rate through proactive issue analysis

IT Team Lead
Facebook (Meta) | Seattle, WA | 2011 – 2013

- Served as escalation point for complex technical issues
- Led team of 3–5 specialists, maintaining 4.8/5 customer satisfaction
- Supported video collaboration for internal teams and stakeholders, including Zoom

Cloud Engineer / Infrastructure Data Analyst (Remote)
The Industrious | Austin, TX | 2019

- Optimized AWS resources, reducing cloud spend 10% while maintaining SLAs

EDUCATION

Bachelor of Applied Arts and Sciences (BAAS) – Expected 2028
University of North Texas | Denton, TX

CERTIFICATIONS

- **Audio:** Audio for TV/Film (1997), Foley Production (1998), Business of Music Certification
- **Cloud:** AWS Certified Solutions Architect – Associate, Google Cloud Associate, Microsoft Azure AZ-900
- **IT Support:** Microsoft MCP/MCSA, CompTIA Network+, CompTIA A+

PORTFOLIOS

- **Music (as Eugene Kite):** https://eugenekite.bandcamp.com, https://eugenefightclub.com
- **IMDb:** https://www.imdb.com/title/tt35721003/
- **GitHub:** https://github.com/kemckai (AI-assisted dev, automation scripts)
- **LinkedIn:** https://linkedin.com/in/keith-mckai

ADDITIONAL INFORMATION

- **Location:** Denton, TX (DFW metroplex)
- **Travel:** Willing/able 50% annually
- **Work Authorization:** U.S. Citizen, no sponsorship needed
- **Unique Value:** Live sound/recording engineering and modern IT/cloud, ideal for AV/IT convergence.
- **Technical Hobbies:** 3D printing, Raspberry Pi, AI-assisted coding, film scoring