

JONATHAN MAJORS

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CAREER SUMMARY

I am a seasoned business professional with over thirty-five years' experience, building and growing tech-hardware based businesses. First 6 years with a startup that is still doing business today.

I have specialized in technical sales and marketing of ruggedized computer hardware for military, industrial, and commercial applications. During that time, I have collaborated with customers to identify optimal solutions for projects and programs. Organizations include Boeing, Lockheed Martin, Raytheon, Northrop Grumman, Honeywell, Bombardier Aerospace, L3 Harris: Aeromet, Force-X, as well as other significant Fortune 500 companies. Proven record of managing sales channel partners, regional sales territory, and application development of commercial, military and aerospace electronics with products in the embedded computer environment. High- and low-level design, analysis, and communication skills. Successfully lead technical teams and effectively managed resources from initial product concept to full product production. A well-versed knowledge of electrical engineering design and vast knowledge of product manufacturing automation.

AREAS OF EXPERTISE

- VME Bus
- OpenVPX + SOSA
- PCI + PMC
- PCIE + XMC
- CompactPCI + PXI
- GPGPU
- Software Defined Radio
- RF Phase-Locked loop
- Antennas
- Power Supplies
- ADCs, DACs
- Digital Circuits
- Network NICs, Switches, Routers
- Network Area Storage (NAS)
- Windows, Linux, VxWorks OSs
- Linux Web Server
- WordPress Web page design
- Analog Circuits
- Variable frequency drives (VFDs)
- PLC ladder logic programming
- Rugged Mil-connectors and sealed enclosures
- 1553 and ARINC 429
- I/O and Storage
- Value Engineering

PROFESSIONAL EXPERIENCE

Senior Sales Field Applications Engineer

ABACO SYSTEMS (acquired by Ametek 2021) HUNTSVILLE, AL 2015 – present

Sales RSM, Senior Sales Field Applications Engineer

GENERAL ELECTRIC INTELLIGENT PLATFORMS (GEIP) HUNTSVILLE, AL 2001-2015

Production Tech, Product Training, and International Sales FAE

VME Microsystems International Corp. (VMIC) HUNTSVILLE, AL 1995-2001

Design, Sourcing, Production and Tech Support Engineer

ICP Panel-Tec HUNTSVILLE, AL 1989-1995

EDUCATION

Athens State University- Athens, AL

Completed courses toward a BS in Instrumentation Technology

1989-1992

Lawson State Community College-Bessemer, AL

Associate degree, Industrial Electronics Technology

1986-1988

West Blocton High School, West Blocton, AL

Diploma General Studies

1983-1986

Hobbies and Personal activities

- Outdoor activities: camping, hiking, and RVing
- Amateur radio, Extra Class call sign KN4G
- Electronics kit building
- Solar Energy
- Home brewing
- Gardening