

JONATHAN MAJORS

SALES & FIELD APPLICATIONS ENGINEERING LEADER | RUGGED EMBEDDED COMPUTING

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PROFESSIONAL PROFILE

Sales and applications engineering leader specializing in rugged embedded computing for aerospace, defense, industrial, and commercial markets. Combines hands-on expertise in SOSA-aligned OpenVPX, VME, embedded processing, RF/data acquisition, networking, and real-time operating environments with extensive experience guiding customer evaluations, system architecture, design-win pursuits, channel partners, and technical teams. Trusted adviser who translates program requirements into supportable solutions from early concept and demonstration through integration, production, and lifecycle support.

LEADERSHIP & TECHNICAL CAPABILITIES

COMMERCIAL LEADERSHIP: Pre-sales strategy | Design-win support | Regional territory management | Rep and distributor channel management | Customer and executive presentations | Trade shows and technical training

FAE LEADERSHIP: Technical team leadership | Requirements discovery | Customer evaluations and demonstrations | Cross-functional sales, product, and engineering collaboration

OPEN SYSTEMS: SOSA | MOSA | OpenVPX / VPX | VME / VME64x | CompactPCI / PXI | PCIe | PMC / XMC / FMC

SYSTEM TECHNOLOGIES: x86, PowerPC and ARM | GPGPU | RFSoc | DSP | ADC / DAC | SDR | Networking | RTOS | MIL-STD-1553 | ARINC 429

PROFESSIONAL EXPERIENCE

KONTRON AMERICA | Huntsville, Alabama
Senior Field Applications Engineer

March 2025-Present

- Advise aerospace and defense customers on SOSA-aligned OpenVPX and rugged embedded computing architectures, translating mission and application requirements into board-, backplane-, chassis-, power-, networking-, and system-level solutions.
- Plan and deliver technical evaluations, demonstrations, and proof-of-concept activities that validate product fit, address integration concerns, and reduce technical risk for customers.
- Partner with sales, product management, and engineering to shape solution strategy and advance design-win opportunities across defense, aerospace, and industrial accounts.
- Represent Kontron at trade shows and customer events through technical briefings, live demonstrations, application discussions, and structured follow-up support.
- Provide product and application guidance to sales and channel stakeholders, strengthening technical positioning and alignment with customer use cases.

REPRESENTATIVE CUSTOMER & MARKET EXPERIENCE

AEROSPACE & DEFENSE: Boeing | Lockheed Martin | Raytheon | Northrop Grumman | Honeywell | Bombardier Aerospace | L3Harris business units

INDUSTRIAL & COMMERCIAL: Nucor Steel | Additional Fortune 500 companies, OEMs, systems integrators, and channel partners

PROFESSIONAL EXPERIENCE (CONTINUED)

ABACO SYSTEMS (acquired by AMETEK in 2021) | Huntsville, Alabama

2015-January 2025

Senior Sales Field Applications Engineer

- Served as a senior technical and commercial interface for major aerospace and defense primes, systems integrators, industrial OEMs, and channel partners using rugged embedded computing technologies.
- Guided requirements discovery and solution architecture across OpenVPX/VME, processing, GPGPU, RFSoc, networking, data acquisition, DSP, RTOS, MIL-STD-1553, and ARINC 429 environments.
- Delivered product evaluations and customer demonstrations, coordinating with engineering and program stakeholders to resolve integration issues and move opportunities toward selection and deployment.
- Supported design-win and account-growth initiatives by connecting customer requirements with product roadmaps, lifecycle needs, performance goals, and technical risk considerations.
- Led technical discussions, training, and cross-functional coordination from early product concept through evaluation, integration, production, and long-term support.

GENERAL ELECTRIC INTELLIGENT PLATFORMS | Huntsville, Alabama

2001-2015

Regional Sales Manager / Senior Sales Field Applications Engineer

- Held progressively broader regional sales and senior FAE responsibilities supporting military, aerospace, industrial, and commercial embedded-computing customers.
- Managed manufacturers' representatives and distributors across the assigned region, providing product training, opportunity guidance, account coordination, and technical sales support.
- Connected customer requirements with product and engineering resources, helping programs progress from architecture and evaluation through production deployment.

EARLIER CAREER

VME MICROSYSTEMS INTERNATIONAL CORPORATION (VMIC) | Huntsville, Alabama

1995-2001

Production Technician | Product Training | International Sales FAE

- Advanced from production and product training into international field applications engineering, delivering customer education and technical support for VME-based embedded-computing products.

ICP PANEL-TEC | Huntsville, Alabama

1989-1995

Design, Sourcing, Production & Technical Support Engineer

- Designed and supported industrial electronic and control-panel solutions, with responsibilities spanning component sourcing, production, technical support, and manufacturing automation.

EDUCATION & PROFESSIONAL ACTIVITIES

Lawson State Community College, Bessemer, Alabama | Associate Degree, Industrial Electronics Technology

Athens State University, Athens, Alabama | Additional coursework in Instrumentation Technology

Amateur Radio Extra Class License | Call sign KN4G