4-job-targets-tracker.md

Strategy:

Your "Goldilocks" zone (Perfect Fit) are companies that do "Physical Operations" (Logistics, Agriculture, Energy, Manufacturing) because they respect your specific background in Creare/Ponfac/Elo. Pure Social Media/Consumer Apps apps will be harder to crack initially.

Top 20 Target Companies (US & Florida Friendly)

These companies align with "High Reliability," "IoT," "Transportation," or "Industrial Tech."

Tier A: Perfect Match (IoT, Fleet, Safety, Industrial)

1. **Samsara** (The leader in IoT Fleet operations. Massive growth.)
   - *Search:* Engineering Manager, IoT, Backend
   - *Link:* https://www.samsara.com/company/careers/

2. **Motive** (Formerly KeepTruckin - Direct competitor to Samsara. High fit for Creare experience.)
   - *Link:* https://gomotive.com/company/careers/

3. **John Deere** (Huge emphasis on AgTech/AI. Has hubs in US and large remote teams.)
   - *Link:* https://www.deere.com/en/our-company/john-deere-careers/

4. **Verizon Connect** (Fleet management & Telematics.)
   - *Link:* https://www.verizon.com/about/work/search/

5. **Trimble** (Industrial technology, connecting physical & digital.)
   - *Link:* https://trimble.wd1.myworkdayjobs.com/Trimble_Careers

6. **Luminar Technologies** (Orlando-based! LIDAR/Safety for Auto. Huge local opportunity.)
   - *Link:* https://www.luminartech.com/careers

7. **TuSimple / Aurora** (Autonomous trucking. Heavy overlap with Safety/Vision tech.)
   - *Link:* https://aurora.tech/careers

8. **Rockwell Automation** (Industrial Automation - heavy overlap with Altus/Elo.)
   - *Link:* https://www.rockwellautomation.com/en-us/company/careers.html

9. **Geotab** (Telematics/Fleet - Canadian based but huge US presence.)
   - *Link:* https://careers.geotab.com/

10. **Beep** (Autonomous shuttles - Headquarters in Lake Nona, Orlando! **Apply here immediately.**)
    - *Link:* https://www.ridebeep.com/careers

Tier B: Tech Heavy / Logistics / Defense (Strong in Florida)

11. **Disney Parks Experience & Products** (Orlando based. They have massive "IoT" for park operations/MagicBands.)
    - *Link:* https://jobs.disneycareers.com/

12. **Lockheed Martin** (Huge Orlando presence. Training & Logistics systems.)
    - *Link:* https://www.lockheedmartinjobs.com/

13. **Siemens** (Orlando is a massive hub for Siemens Energy/Infrastructure.)
    - *Link:* https://jobs.siemens.com/

14. **Carrier** (HVAC/Industrial. Headquarters in Palm Beach Gardens, FL.)
    - *Link:* https://jobs.carrier.com/

15. **L3Harris** (Melbourne, FL - Defense/Communications tech.)
    - *Link:* https://careers.l3harris.com/

Tier C: Innovative SaaS / Tech

16. **Verkada** (Security cameras/AI. High pace, modern stack. Matches Ponfac experience.)
    - *Link:* https://www.verkada.com/careers/

17. **Caterpillar** (Autonomous mining/IoT.)
    - *Link:* https://www.caterpillar.com/en/careers.html

18. **Honeywell** (Industrial tech/Aerospace.)
    - *Link:* https://careers.honeywell.com/

19. **Anduril** (Defense tech/Border monitoring - Uses tons of Computer Vision.)
    - *Link:* https://www.anduril.com/careers

20. **Cognex** (Industrial Machine Vision - Very specific fit for Ponfac experience.)
    - *Link:* https://www.cognex.com/company/careers

📉 Job Application Tracking Sheet

Copy this table into Excel or Google Sheets to manage your pipeline.

Company	Role Title	Date Applied	Resume Version Used	Contact Person / Networking	Status Notes
Beep (Orlando)	Eng. Manager		Ver A (Lead)		High Priority - Local
Luminar (Orlando)	Software Dir.		Ver B (IoT)		LIDAR/Auto Tech
Samsara	Manager, Backend		Ver B (IoT)		Strong skill match
John Deere	Mgr, Intelligent Sol		Ver A (Lead)		AgTech exp matches
Disney	Mgr, Tech		Ver A (Lead)		Emphasize Scale
Motive	Eng Manager		Ver C (Concise)		Competitor to Creare