

RES Software US is Up and Running!

The US office is now open and the team here is in place. The success that the RES Software team has seen in Europe is now spreading into the US. The US team will work hand in hand with the European team to replicate the great achievements of RES Software in Europe.

Below you'll find some information about the team and about our new office. The US team will be getting acquainted with RES Software and we'll need a lot of help from the European team to get started so please feel free to reach out and get involved.

Meet the Team:



[Jim Kirby - President, Americas](#)

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Past experience : I have 20+ years of Sales, Marketing and Operations leadership within Industrial Solutions, Software and Information Technology markets. Strong executive background in operations, sales and marketing. I've held numerous management positions in sales and marketing at HP, Neoware, Synavant, Astea, and Honeywell. Jim specializes in mergers and acquisitions, sales management and marketing communications, operations, service management and analyst relations.

Fun Fact: One of Jim's best friends is his Rottweiler named Gunner.



[Andrea Waldin - Vice President, Marketing](#)

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Past experience: I have a long history of working with international, hi-tech companies in fast-paced growth markets. RES Software seemed like a perfect fit! I've held various marketing management positions including VP, Marketing at Scala, Inc. where I spent the last 4 years. I also had various marketing management positions at Neoware, Inc., did a good bit of marketing consulting, and helped launch and promote a local small business. I have both an MBA from Penn State (Go Lions!) and a BA in Communications from West Chester University.

Fun fact: My husband is a professional racecar driver (Drifting for anyone who knows what that is). I'm an avid jet skier and kick-boxer. I am very close with my family and I love spending time with my 5 (soon to be 6) nephews!



[Karen Katch - Sales Operations Manager](#)

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Past experience : I have worked supporting business development, sales and marketing efforts for over 15 years in various industries. My company history includes AMEC, IPS, and US Interactive. I look forward to getting to know everyone and RES Software and getting to be part of such an exciting team.

Fun fact: I learned poker just to beat my nephews and I have the best commute in the office, 1.5 miles.



[Greg Cicio - Eastern Director, Channel & Business Development](#)

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Past Experience: I have worked on the GTM (*Go-To-Market*) side of High-Technology for over 20 years. From Manufacturing automation -- to Supply chain -- to ERP -- to CRM through to IT infrastructures. Additionally, I have held various management and executive management positions (*including Sales, Operations, Strategic Planning, Business Development and Channel Management*) with companies such as Sys-Tech Solutions, Honeywell, Astea International, Neoware/Hewlett-Packard and SunPower

Fun Fact: I have written a fictional novel that was published in 2000. I enjoy playing guitar and leading our Church Praise Band and Choir. My family and I are also active in our community with outreach programs for the Middlesex County Youth Shelter and other family-centric activities.



[Alana Wirt - Inside Sales](#)

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Past Experience: I have been inside sales capacity for over 9 years most of which were in the technology/IT industry. Most recently I worked for a company called InfoLogix who focus on the mobility aspect within various markets. I focused on the healthcare sector, offering RFID based asset tracking temperature monitoring systems, COWS/WOWS (Carts/Workstation on Wheels), wireless assessments, and various mobile hardware/software/training solutions geared towards positive patient ID and bedside medication verification.

Fun Fact: I am happily married for 5 years. I am really excited to be a part of the US team here at RES Software and look forward to getting to know everyone! :-)



[Piaget Jenkins - Support Engineer, Customer Care](#)

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You all already know Piaget as part of the RES Software team and we're happy to have him as part of the US team.



[Bob Dechamps - Director, Business & Channel Development](#)

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You all already know Bob as part of the RES Software team and we're happy to have him as part of the US team.

[Brian Casselman - Systems Engineer - Central, Enterprise Services](#)

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You all already know Brian as part of the RES Software team and we're happy to have him as part of the US team.

Check Out Our Space:

Our new office is about 20 minutes west of Philadelphia and it is first rate space. We have a suite in a large office building that has a few offices and several workspaces throughout. We have a lovely little kitchen and a very nice conference room. Our building has a gym and a great deli that we tried out on our first day. It also has a full conference center that we plan to use for hosting customer events. We hope you all come to visit soon! Here are a few pictures.

Taurus was the previous tenant. This will have our logo soon!





We all have tons of work ahead of us and we are excited to get started. The team here in the US is pleased to be joining the successful European team and moving forward as one cohesive company. This is a true turning point for RES Software and we appreciate all the support we are receiving from the existing RES Software team (we're certainly going to need it!). So here's to a prosperous 2010 - Cheers!

Regards,

Jim Kirby

President, Americas