

## **Employee Spotlight on Karl Koenigsberger**



### **What is your role at RRF?**

I am RR Floody's sales engineer – I spend my time in the north Chicagoland region.

### **Tell us a little about your background?**

I was born and raised in Rockford, and graduated from Rockford College. Out of school I took a position with a packaging materials company for a few years in an inside sales capacity. I moved to the Chicago suburbs five years ago to take a sales position with a packaging equipment company specializing in metal detectors, checkweighers, and x-ray solutions. Last year I joined RR Floody. Now instead of selling solutions to inspect the insides of products, I provide solutions to inspect the outside!

### **What brought you to RRF?**

One of our distributor partner sales engineers introduced me to Karl Floody (CEO) and Michael Hahn (VP) and I was immediately impressed by the level of support and technical acuity of the Floody team. Coming from a small company where I did not have the luxury of a support structure (I was responsible for all sales, validation, installation, and field support), I was struck by the wealth of technical support and expansive industry knowledge that I've come to realize are hallmark characteristics of our team at RR Floody Company. This was a breath of fresh air and energized me – I'm able to do what I enjoy most, and that is bringing people together to solve challenging problems.

### **What strengths do you bring to this job that makes you a valuable resource to your customers?**

From a young age, my parents instilled in me the importance of empathy and the need to help people in need. Automation can be challenging and downright daunting for folks across all skillsets. Being able to place myself in someone else's shoes is exceptionally valuable, since I

can visualize what I'd want out of a strategic partner. That I'm in a capacity where I can help people who are truly in a difficult position is very rewarding for me.

**What are some key lessons you have taken from your career thus far?**

Never stop learning. We're living in an incredible day in age, where information has never been more accessible and offered up so generously. There's no excuse for not digging and asking questions. Gaining knowledge, in any forum, be it professionally or personally, pays huge dividends.

**Describe some of your hobbies – what do you like to do outside of work?**

I live in Lake County and we have pretty fantastic forest preserve network, and have great dog parks. We have two rescue dogs that are 2 and 3 years old, and they've got a ton of energy, so we try to get them as worn out as possible to keep our house intact. Additionally, I'm starting training to participate in a GoRuck challenge later this fall. We'll see how that goes, as my wife and I are expecting our first in early May. Check back in with me on my training in another month!

**What is one thing your customers might find surprising about you?**

I'm a huge baseball nerd. My brother and I are involved in the second-oldest fantasy baseball league in the country, and we're the only ones that aren't retired sports-media members. We have to keep our finger on the pulse of players' careers from their college days, so it's pretty intense, and I'm embarrassed to say I know more about minor league baseball than a person should without doing it professionally. Our team is terrible, but we're crawling our way from the depths of the standings - second to last place last year!