

**Rick Saltzman**  
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### **Passion**

I am driven to solve difficult problems. The ability to think is the greatest ability a person can possess. The most complex, intractable, time consuming problems are no match for the well honed ability to reason and the commitment of teams of individuals to solve them. The reason that the people I have lead are willing to follow me is because they see in me the same passion they have in themselves. There is no greater pleasure for me than to work with highly intelligent people on difficult issues to create well recognized and useful resolutions. Difficult market conditions, hard technical problems and organizational stress often go hand in hand. Scarce resources, compressed schedules, diverse personalities, differing motivations, fluid priorities all contribute to the need for incisive strategic decisions and flexible tactical execution. Fortunately over the course of the last thirty-five years my skills have improved proportionately to my experience in the workplace. This has enabled me to rise to these challenges and succeed in delivering high quality services and products time and time again. Creating innovative solutions to difficult problems. Staying within budget. Meeting deadlines. Engendering loyalty. Increasing revenues.

My domain knowledge is woven across networking and communications, imaging and industrial process control, service delivery and quality assurance. I have enjoyed the roles of product manager, engineer and engineering director, sales and even support. When I build and deliver a service or a product I want its chances for success to be extremely high. I work with all parts of an organization involved in that success to increase those chances. I bring a deep technical understanding and a comprehensive market view to every interaction inside or outside of the workplace.

My colleagues and I have started up some successful and some not so successful companies. I treasure failures as much as the successes. They were harder experiences, they made for extremely hardy and enduring friendships and of course since they did not kill me they made me stronger. A complete list of my professional engagements with descriptions is on [LinkedIn](http://www.linkedin.com/pub/rick-saltzman/0/49/41) (<http://www.linkedin.com/pub/rick-saltzman/0/49/41>).

### **Interests**

Spoken tongues, computer languages, sailing, flying, climbing, bicycling, skiing, single malts, cooking, reading and music; notably folk and bluegrass. I am biased toward French, Python, ketches, tail-draggers, free solos, Ragbrai, telemarking, cask strength, Cajun food, local musicians, and authors whose ideas weigh more than their texts.