



THE DOWNLOAD

# STEPHEN KASIK

Stephen has some big shoes to fill as he steps in to replace Rick Klaus who retired this year. Stephen now shares his background and some personal insight.

### How did you find the company?

Brian Roberson our current Engineering Manager recommended me.

### How long have you been with Osprey?

6 years.

### What was your role before you joined the sales group?

Project Engineer.

### Why sales?

I always look for new and exciting opportunities. The role also allows me to use my engineering background to solve customer problems.

### First app you check in the morning?

Alarm.



### Best way to connect with customers?

Face to face.

### Preferred method to present to customers?

Our annual Airflow Training course.

### I wish customers were more interested in this product.

All our latest Blue-Sky technology for new equipment and upgrades.

### Something you wish customers knew more about Osprey?

Our family culture.

### Favorite place you have visited so far on business?

Bahrain.

### Cities listed on your weather app?

Atlanta, Portland, Tokyo, and Bahrain



### Hometown?

Marietta, Ga.

### Best lunch spot near Osprey?

Lee's Bakery

### Favorite sports team?

University of Georgia football



### I am looking forward to doing more of this.

Traveling again.

### Best part about business travel?

Meeting new people and making new friends.

### Worst part about business travel?

Adjusting to time zones or jet lag.

### Aisle or window seat?

Aisle



### Best source of industry news?

Nonwovens Industry and Dust Safety Science

### Are trade shows still useful?

Yes.

### Why?

Shows are still useful because they offer the chance to engage with people and build relationships. Conversations tend to be much more organic than using a webcam.

### My business role model.

Rick Klaus.



### Hidden talent?

Classical trained Pianist

### Everyone should read this?

The Hitchhiker's Guide to the Galaxy Series by Douglas Adams.

### Favorite podcast?

The Right Time with Bomani Jones.



### I am into his show right now?

Chef's Table on Netflix.

### Something you think we will see more of in the next five years.

Remote training and start-up support along with virtual industry conferences.

### Favorite thing about working with Osprey?

The people and the company culture.