



Employee Spotlight – Rick Lynch, Account Manager

What is your job title?

I am the Account Manager for Central TN

How long have you been at ACS?

Since September, 2001. I had been working at a Dir. Sales/Marketing position with a Phoenix-based company when the board of that company decided to sell the division I worked for. I wanted to move back home to Tennessee and found that ACS was looking for a salesperson for the Tennessee area and I decided to give it a shot. I'm really glad I did. I have a great wife who is very patient with me and two wonderful daughters ages 10 and 14. ACS has been the best fit for me and my family.

What do you like best about working at ACS?

I have great customers, great product offerings, and the freedom to go where and when I like. Plus ACS has an excellent support team backing me up.

Can you tell us a little about your background and how it helps you in this position?

Prior to ACS, I worked as a product manager, then several years as a sales account manager for a European-based machine manufacturer. I traveled pretty extensively across the U.S. and Europe. I worked with many different types of companies: technical textile manufacturers, furniture manufacturers, automotive, and medical industries all across the U.S. I learned so much from traveling to and working with a wide range of manufacturers

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

Be accurate and consistent. First, listen and understand; second, speak and be understood. Our clients are often in high pressure situations and it's important to stay positive and be helpful in any way possible. I try to make things as simple and streamlined as possible.

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

I am an amateur astronomer and am just beginning to learn about deep sky photography. Astrophotography is very challenging and often frustrating. I also love sports; Nashville Predators, Tennessee Titans, Atlanta Braves. I am a private pilot and learned to fly at a small aviation school at the Nashville International



Airport. I had a couple of great instructors so it was usually fun and exciting. I love fishing and have taken some fun trips to remote lakes in Canada. On my last fishing trip to Canada a couple of years ago, I got to pilot a DeHavilland Beaver bush plane for a while. On that trip, we stayed in a small cabin that was attacked by a bear (thankfully, not while we were in the cabin). I've also been hooked on Rubik's cubes ever since high school. Yeah, sad huh? Pretty lame I guess. But for some reason I find it completely enjoyable and relaxing. I have solved a simple 3x3x3 in under a minute but it usually takes me a little longer. I have a 9x9x9 that takes me about 45 minutes to solve. My most recent cube is a 13x13x13 and my best solve time is just under 5 hours.

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

I play guitar, bass, and piano and was in several bands in my younger days. But it didn't take long for me to realize that I would need to make a living some other way.