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## Hibersense Expands Team to Accommodate Growth in 2020

*New team members will help manage territories and solidify key relationships*

**Pittsburgh, PA, March 19<sup>th</sup>, 2020** – Hibersense, Inc., designers and manufacturers of the ultimate smart climate solution that delivers balanced comfort throughout any space, has announced the addition of three new team members dedicated to accommodate increased sales and growing interest in the company and its groundbreaking smart comfort solutions. The company has added a Product Manager, a Director of Customer Success and a Channel Manager.

### **Dave Burnham, Product Manager**

Hired in January 2020, Dave will support our hardware development and oversee the shift of final assembly to a contracted partner. He will also support sales and customer success initiatives.

Experienced in managing product development from concepts to prototype and production, Dave also has extensive experience as a technical training manager for a Fortune 100 consumer electronics retailer in countries such as China, Canada and Mexico.

### **Mary Beth Sklar, Director of Customer Success**

Brought onboard in February 2020, Mary Beth will lead the charge to establish the highest level of support services to contractor partners as well as commercial and residential end-users on behalf of Hibersense. In this role, Mary Beth will develop and improve customer communication channels, documentation, and other critical assets while sharing strategic insights that improve product value.

With two decades experience in customer-facing software roles, most recently leading customer success for an educational technology startup, Mary Beth will deliver top level services and assets to support the Hibersense brand.

### **Jeff Skipper, Channel Manager**

Hired in March 2020, Jeff is tasked with outreach to contractors and other aspects of sales within Hibersense. Jeff brings much experience in commercial technology integration markets including business development, strategy and marketing roles that have spanned a 20-plus year career. Jeff also has experience building long-term client relationships with a range of organizations, from Fortune 500 companies to small and medium-sized enterprises.

“It is always exciting and rewarding to grow a brand like Hibersense and bring talented people into the fold,” stated Bob Fields, Hibersense COO. “We anticipate continued growth and brand visibility in 2020 and beyond as these individuals enhance our products and services while enabling us to deliver smart balanced comfort to more homes and businesses.”

**Hibersense Technology**

There are roughly 70-million homes and countless businesses in the US that have a single-thermostat forced-air HVAC system. In such an environment, it is nearly impossible to achieve a balanced level of comfort in every room. HiberSense is an intelligent solution that improves quality of life as well as increased energy efficiency and critical usage data. HiberSense represents a tremendous opportunity for HVAC contractors and technology integrators as the only scalable whole-house or whole-office climate solution that gathers data from every room for intelligent climate management. The HiberSense smart hub, sensors and automated vents ensure room-to-room comfort for nearly any environment. The sensor reports temperature, barometric pressure, humidity, light and motion data from each room to the hub, making this the smartest climate solution by far.

**About HiberSense**

Hibersense is an ultra-smart, integrated climate control solution available exclusively through trade professionals that ensures balanced, room-by-room comfort throughout the home while significantly increasing energy efficiency. Featuring wireless sensors and automated vents in each room, the Made in USA Hibersense technology eliminates extreme temperature imbalances, delivering maximum comfort as well as HVAC energy savings of up to 40%. Technology integrators and HVAC contractors will appreciate that Hibersense is ideal for both new construction and retrofit applications, representing an important opportunity to improve quality of life for their clients.

For more information visit [hibersense.com](http://hibersense.com) or [Hibersense on Facebook](#).

**Media Contact**

Micah Sheveloff / WIRC Media / (727) 258-4770 / [wirc1@wircmedia.com](mailto:wirc1@wircmedia.com)

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