

Ortho Clinical Diagnostics

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Raritan, December 7th 2012

To Whom It May Concern,

This is a letter of recommendation for An Vos. I have known An for more than five years. An was a member of my EMEA consulting team as both a consultant, and senior consultant while at OCD. She is considered one of my most talented consultants.

An is one of the most effective and professional individuals I have worked with during my career in Diagnostic sales. She is equally effective as team leader and team member. She thinks strategically and negotiates using a win-win philosophy that builds long lasting and profitable customer relationships. She has performed at the highest levels as a lean consultant, and also has shown excellent abilities to sell services at an executive level.

In addition, An is capable in leading complex projects and working within a matrix organization. She has led many customer facing engagements and is effective at leading change both at the operational and executive level. Her efforts led to significant sales growth within the EMEA region, and differentiated OCD in all markets.

In addition to her professional skills, An enjoys training and mentoring others. She is a true team player and I would recommend her for any position. Feel free to contact me for further discussion.

Rick Malik



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