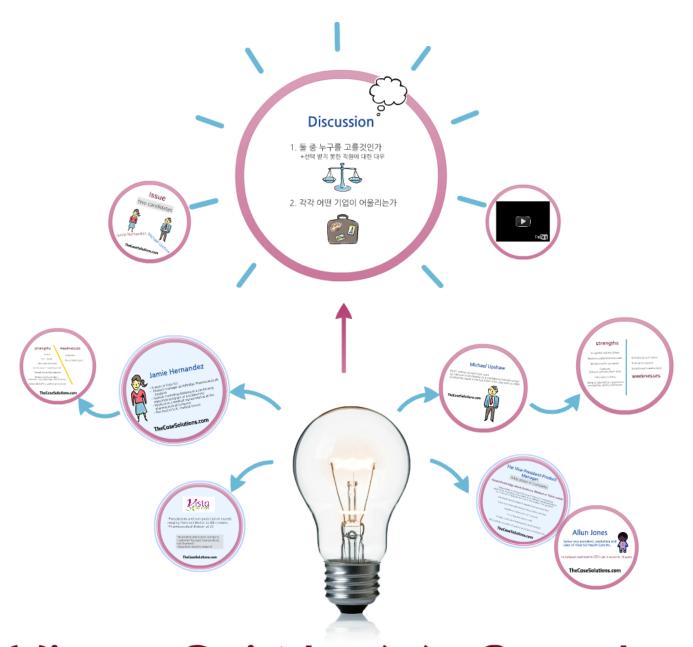


Vista-Sci Health Care Inc.
TheCaseSolutions.com



Vista-Sci Health Care Inc.
TheCaseSolutions.com



- -Prescription and non-prescription brands ranging from antibiotics to skin creams.
- -Pharmaceutical division at 35
 - -marketing orientation company
 - -customer-focused (use product, not channels)
 - -important market research

The Vice-President-Product Manager.

A key player in Company.

-Based Knowledge about Business, Medical or Sales career.

-Responsible for the performance of products its marketing, advertising, packaging, forecasting, line-extension development and the many other activities that went into product management.

-Deal with market research request from other product

-Sales force time was allocated to products and time.

-Established "sales calendar" annually.

-recruiting training the staff

-Giving credit and emphasized the team's efforts.

-Maintaining a number of external and internal relationships.

TheCaseSolutions.com

Senior sales

he bel

product

hips

Allun Jones

Senior vice-president, marketing and sales of Vista-Sci Health Care Inc.



he believed could lead to CEO's job in seven to 10 years.

Issue

two candidates





Jamie Hernandez

- 6 years in Vista-Sci
- Product manager at Ashridge Pharmaceuticals
 - England
- Gained marketing diploma in a continuing education program at a polytechnic
- Worked as a medical representative at the pharmaceutical company
- Pre-med at U.K. medical school

strengths

weaknesses

Honest

outspoken

Enthusiastic

Risk of Adventure

Clear and committed

Fair to everyone (well-reputed)

Talented (successful products)

Background knowledge of pharmacology, physiology, and anatomy

Outstanding official performance record

Michael Upshaw

ROTC military served three years he had won a scholarship to a prestigious business school Graduating again in the top third of his class with an MBA

