

## **Terry Sheehan**

Managing Principal  
AniConsilia Animal Health Consulting  
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### Current Employment

#### **Managing Principal**

AniConsilia Animal Health Consulting  
Woodstock, IL

2009-current

AniConsilia Animal Health Consulting is focused on the effective development and execution of business strategies, business process design and distributor relations for the US Animal Health and Life Sciences markets.

### Recent Employment Experience

#### **Intervet Inc. Millsboro, DE**

##### ***Vice President of Commercial Operations - 2003 to Present***

Provide leadership to all commercial operations central support functions including corporate communications, e-marketing, distributor relations management, sales administration, sales training, contract and pricing compliance, SOX compliance for all steps of the order to cash process and corporate branding initiatives; served as head of the Companion Animal Business Team 2006 – 2009. Directly managed 13 reports, indirectly 70, direct P&L responsibility for \$40 million in companion animal and \$270 mln for the overall company. Achieved 3x increase in Return on Sales during final three years.

##### ***Vice President of Poultry, Swine and Aquaculture (Millsboro, DE) – 2000-2003***

This position provided functional leadership for all sales, marketing and technical support efforts for the swine business, the poultry business and the aquaculture business. During this time period, Intervet acquired the animal health activities of Hoechst Roussel Vet on April 1, 2000 and then acquired Bayer Animal Health's North American vaccine business in August of 2000. The emphasis was on preserving top line, increasing bottom line and building fully integrated work teams from three distinctly different cultures. Directly managed 8 reports, indirectly 40, direct P&L responsibility for \$50 million

#### **Director of Marketing and Operations Hoechst Roussel Vet, Somerville, NJ**

1995 to 2000

Responsible for all aspects of the commercial approach for the US animal health operation of Hoechst Roussel Vet, a global joint venture of Hoechst AG, Frankfurt and Roussel Uclaf, Paris. The US subsidiary was the largest of the global businesses of HR Vet and among the fastest growing

animal health companies in the US market. The emphasis was on rapid growth of top line while continuing improving in bottom line for both partners. Among the challenges was satisfying all of the sales and profit increase targets of multinational / multicultural stakeholders while maintaining the level of investment needed to grow the US business. Directly managed 5 reports, made decisions on buying sales time from the 500 person primary care sales force. P&L responsibility for \$200 million, almost 40% of the entire sales of this mid size pharmaceutical company.

**Director, Primary Care Cardiovascular Products**

**Hoechst Roussel Pharmaceuticals Inc. Somerville, NJ**

**1993 to 1995**

Responsible for managing all aspects of the cardiovascular pharmaceutical portfolio for the human side at Hoechst. The primary product, representing about 75% of the total sales, was Trental® (pentoxifylline). Major accomplishments were the development of a successful direct to consumer advertising campaign and the development of a generic avoidance strategy that effectively extended the product life cycle by eighteen months.

**Hoechst Roussel Agri-Vet, Somerville NJ**

**1983 to 1993**

Various positions of increasing responsibility within the Commercial Group, with the final responsibility being the Director of Sales and Marketing.

**American Hoechst Corporation, Animal Health Division**

**1978 to 1983**

Field based sales positions, covering all species of animal in the upper Midwestern US, based in the Chicago metropolitan area

**Various Sales Positions**

**1972 to 1978**

Wesley – Jessen Optical Company, based in Chicago  
Chicago Hospital Supply

1973 to 1978

1972 to 1973

**Education**

Bachelor of Science, Economics, University of Kentucky

**1972**