

October 24, 2019

To whom it may concern,

Please let this letter serve as an endorsement of Rena Riccardi's skills as a Specialty Pharmaceutical Representative. During our time together, Rena consistently demonstrated a high degree of technical knowledge about the product and therapeutic area, a deep understanding of the territory and referral networks, and a drive for results.

Rena was instrumental in the re-launch of a medication for hypothyroidism. In addition to her product and territory knowledge, Rena worked well with the team and shared her Clinical perspective as both a Nutritionist and Diabetic Educator, which helped both me and the team gain further insight into the thought processes around prescribing in this class.

Finally, as with any start-up, there are challenges. Through it all Rena maintained a positive attitude and a solution-oriented approach to any issues.

Should you have any questions, please feel free to contact me directly at 781-249-0379.

Peter J. Manning, MBA
Regional Sales Manager, Northeast
Peter.manning@quintiles.com

January 2018

Hiring manager,

Rena Riccardi was my direct report with Tandem Diabetes Care, Inc. for the past two years. She held the position of Clinical Diabetes specialist, covering a large geographical area in New York and Connecticut.

Rena was instrumental in creating a strategic plan and routing that paid off in a large area dominated by our competition. She assisted the sales rep and grew the territory 24% with strong finishes above her percent to plan/quota amidst many headwinds.

Rena's most notable quality is a passion for patient care. She was responsible to meet and train a diverse patient population as well as their health care prescribers. She was required to introduce them to our produce, therapy, train and follow up with the many levels of training, and she did so with passion and care for her customers.

I am available for any questions that you may have. I would recommend Rena for any position that you may have available.
Best Regards,

Karen Flanagan, MA, RD, CDE
Regional Sales Manager, Tandem Diabetes Care, Inc.
315-481-3955
kflanagan@tandemdiabetes.com



Albany Medical College

47 New Scotland Avenue, Albany, New York 12208-3479

November 21, 2013

To Whom It May Concern:

I have had the pleasure of working with Rena Riccardi while she was in the position of Clinical Account Liaison/RD Nutrition Support Specialist for Apria Healthcare at Albany Medical Center from 2010 to 2012. Rena actively completed a nutritional assessment for our radiation oncology patients and implemented the appropriate nutritional supplements for oral and enteral feedings. Her knowledge base, clinical skills, and expertise assisted our cancer patients to achieve nutritional health. Her commitment to patient care was outstanding.

It has been a privilege to work with Rena as part of our oncology team. Her individual contribution went beyond normal expectations. I am available for any further information at 518-262-3368.

Sincerely,

Doreen Schrank MS, RN, OCN
Albany Medical Center, Radiation Oncology



Albany Medical College

47 New Scotland Avenue, Albany, New York 12208-3479

November 20, 2013

To whom it may concern,

I am writing to give my recommendation to Rena Riccardi, RD for the position that she is seeking with Nestle. I have had the opportunity to work with Ms. Riccardi here at Albany Medical Center in the coordination of care patients seen in the Section of Genetics and Metabolism and who received home care services from Apria Homecare. Rena quickly assembled the Apria team and worked to resolve the issues at hand.

Her attention to detail and focus on the needs of our patients promoted not only short term resolution of the problems identified, but promoted improved overall communication. I believe that Ms. Riccardi's clinical and interpersonal skills will be an asset to your company.

Sincerely,

Katherine D. Marra, MA, CD-N
Metabolic Dietitian & Case Manager
Section of Genetics and Metabolism
Department of Pediatrics