

To All Who are considering the Varsity Internship Program,

I can wholeheartedly recommend this program for anyone wanting to build a strong foundation for future success. This program provided me the skills and vision to secure a career in the pharmaceutical sales industry. In fact, my participation in this program was the "tipping point" for the original manager who chose to hire me into the industry. The sales experience I gained from the Varsity program set me apart from other highly qualified individuals that were seeking employment with Pfizer Pharmaceuticals. The hiring manager for Pfizer was well aware of what it took to complete the Varsity internship program and later told me "that was the deciding factor" for him. That was nearly 17 years ago. Since then, I have built a successful career, having worked for both Pfizer and Sanofi / Genzyme. I have risen through the ranks and am now a Senior Executive Specialty Sales Rep with Sanofi. My wife and I just returned from a 20th anniversary trip to BORA BORA, that was largely made possible from sales contest winnings. To think that it all started with a hiring manager knowing what Varsity's Internship was all about, still makes me grateful to this day.

The hardest thing about breaking into the Pharmaceutical / Medical sales industry is separating yourself from a large group of individuals with "sales experience". I can assure you that very few individuals have the equivalent experience that Varsity affords. It is not the easiest path on which to build a future, but the success it sets the foundation for, is second to none. It was, by far, my most rewarding business / sales experience I could have had during my college years.

Just some of the skills I developed through Varsity's Internship program included: Sales, Leadership, Management, Goal setting and Achievement, Business Planning, Budgeting. Perhaps the most valuable thing I took away from my time at Varsity was greatly increased sense of Vision and Confidence for the future. You will not be the same person at the end of the program you were when you first began. I have continued to develop these skills over the years, but they had their origination in my time spent with Varsity.

I still have friendships I enjoyed so long ago during this internship. It was nice to have a roommate the entire summer who gained the same things out of it that I did. I know it may seem a bit overwhelming to move (for the summer) to participate in this internship program, but from my experience, it was well worth it. I enjoyed being part of a team that got together frequently to share their experience and success.

I can assure that if you want a challenge that you can reap a lifetime of rewards from, the Varsity Internship Program is uniquely positioned to do just that.

Sincerely,

John Scism

Senior Executive Specialty Sales Rep

Sanofi / Genzyme