

M.L.

September - December 2014

A reflection of my experience as an intern at Harel Consulting

I am a Rutgers alumni with a Bsc degree in Biotechnology and Master's degree in Business and Science. In September 2014 I joined Harel Consulting as an intern which was an eye opening and very pleasant experience for me. I will share my experiences below as an appreciation to Jacob and Flora who have tremendously encouraged and helped me.

As I started interning and getting my feet wet in this very new field of business development to me, Flora and Jacob walked closely with me since the very beginning. Their friendliness, openness and guidance made me feel being part of the team. Just by looking at HC's networks originating from trusted relationships between Jacob and the owners already reflect the kind of person Jacob is. I believe that without being trustworthy, ethical, respectful, committed, and the list goes on, one would not have been able to build all these relationships and have decision makers of companies in the Emerging Markets on board to collaborate for business.

On every occasion, just like our previous intern would say, I got asked to list three things that I learned. My list of things-learned gets longer and longer.

Communication and presentation skills are one of my gain at Harel Consulting. Not only is it crucial to be able to clearly describe what Harel Consulting can offer but also how to make it target specific, the confidence in the presenter, the tone-use, and way to capture attention are skills that I observed in the communications of the team members. Communication is not my strength but it is an area I would like to excel in. At the Piper Jaffray's Health Conference, I got the opportunity to step out of my comfort zone and started reaching out to the companies' representatives. That was a rewarding experience to me and it was an excitement to talk to so many potential dealers for Harel Consulting at the conference.

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First time talking to so many "C's" in 2 days

The positive work attitude and commitment to the job is essential in inspiring team members. My heart was moved to see how much Flora and Jacob are doing to bring in business opportunities for Harel Consulting and the team members. The attitude of pressing on, persevering, working diligently, being proactive and ability to manage different projects really inspired me. Actually, noticing the commitment and hard work of Flora and Jacob has been one of the motivations for me to step out of my comfort zone and talk to as many of the presenters at the Piper Jaffray conference, aiming and hoping to make successful connections for Harel Consulting.



My first business meeting at NYC

These three months at Harel Consulting has been very rewarding to me; I got to taste the business development field, I saw that the Emerging Markets is indeed a business making market for drugs, I learned how to analyze companies, I learned that announcing collaborations

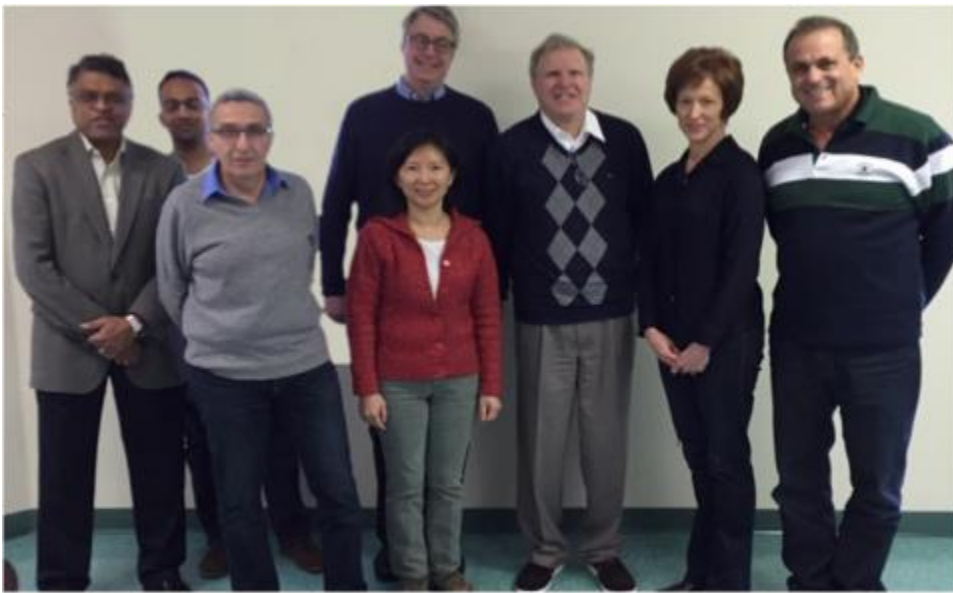
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or any significant transactions with an agency or company is important for business

development and promotion in order to show the value of Harel Consulting. Personally, what I appreciate the most is the support and encouragement I received at Harel Consulting. I honestly gained more than that I could have contributed to Harel Consulting.

I truly believe that every person working at Harel Consulting will gain a lot and a bright future is ahead for Harel Consulting. I am very honored to have had the internship opportunity at such a promising start up, thank you!



Thank you to each one of you!