

Employee Spotlight

Ed Felt

**Title: Sales Manager, No. America
Employee Since: 2010**

We are celebrating 40 years of personalized service and improving animal health. This milestone could not have been reached without the hard work of our extraordinary team of scientists and support personnel. We are putting the spotlight on various members of our team throughout our celebration of this 40-year milestone.

What made you apply at VMRD?

The company and its profile were unlike anything I was previously familiar with, and in an industry, I never anticipated actually pursuing a career with myself. Given the uniqueness of the business, the kindness of its owners and employees I was familiar with, I decided to jump in head first.

Do you remember your first day?

I'm pretty sure I was handed the 9CFR code book and told to read it front to back! Jokes aside, without a doubt, everyone was friendly and accommodating to a young and naïve new employee.

What is your role and background?

How has your job changed over the years?

I obtained degrees in communication and biology back in 2009, and joined the company as a virology technician in the services division. Roughly a year into the position, an opportunity to join the sales and marketing team surfaced, and I leapt. I have now been in the department for just under 10 years, involved in virtually all related aspects and activities.

If you could switch your job with anyone else within VMRD, whose job would you want?

That of one of our R&D scientists. I am so impressed with their ingenuity and intellect, especially in making world-class diagnostics that provide a superior experience and quality for customers. The opportunity to create a product from scratch can certainly include frustration, but also joy with various successes, including that of completion. It would be fun being directly involved from start to finish.

What has been your biggest achievement/success?

Helping to build and maintain relationships between our company and diagnostics labs across the country, and to provide them with all the high-quality products and services our team provides.

What has been your biggest "lesson learned"?

Optimism can be blinding to the truth. You must keep a positive attitude in check with reality.

What advice would you give to new hires?

While the work can get very exciting to the point where you are content doing it all the time, remember to focus on the health and wellness of number one: you. Long term, it is good for everyone.

What is your favorite part of your job?

What excites you the most?

Successfully going above and beyond the expectations of our customers and providing them with solutions to substantial satisfaction.

What is your favorite VMRD memory?

The company picnics have always been joyous: reaching the midway point in the year, whatever good or bad had been happening, it was a time for some release, to enjoy each other's fellowship with food and fun, and to get to loop in all our families.

What is one thing you wish you knew before starting at VMRD?

A more thorough knowledge of classical composers and related history.

How would you describe the company culture?

Welcoming, and wonderfully unique.

What do you hope to see for VMRD in the future?

Growth, in all its forms.

