



Acertitude Adds Chief Financial Officer and Chief Revenue Officer to Leadership Team of Coriell Life Sciences



Executives come aboard to scale up the precision medicine company and its growing suite of innovative pharmacogenomics solutions.

NEW YORK (Oct. 22, 2019) — Acertitude, the executive search firm unleashing human potential, has recruited Bill Testa as chief financial officer and Jennifer Ferrang as chief revenue officer to the leadership team of Coriell Life Sciences, the leading provider of cost-effective healthcare solutions including genetic interpretation and reporting services, and the most comprehensive medication safety management program on the market.

“We are excited to welcome Bill and Jennifer to our leadership team as we rapidly scale up the organization,” said Scott Megill, president and chief executive officer of Coriell Life Sciences. “The practical use of genomics to steer medication decisions is proving powerful for patients and healthcare providers and these new additions to our team will help to create a steady foundation for Coriell Life Sciences to expand into new markets, engage vital partnerships, respond to rapidly increasing demand, and grow our innovation pipeline.”

Coriell Life Sciences is on a mission to accelerate scientific discoveries by leveraging cutting-edge research in pharmacogenomics to deliver groundbreaking advances in medicine. To carry out the company’s global business strategy at scale, both executives will bring to the table a combination of strategic and hands-on leadership to further enhance and structure their respective departments for growth.

As a strategic and operationally-focused chief financial officer, Bill Testa will lead and stand up a world-class finance function to empower the company to bring

pharmacogenomic healthcare solutions for laboratories, payers, healthcare systems, and providers to market rapidly. Testa will also build processes to optimize performance and support strategic M&A decisions to support Coriell Life Sciences' strong growth play.

Testa is an entrepreneurial business and finance leader with more than 20 years of experience creating value for rapid growth companies and building organizations from the ground up. Most recently, as CFO and founding member of cloud services firm Cloudnexus, he led all strategic and financial planning, raising millions in backing and helping grow the company into a multi-million-dollar firm over five years. Prior, he held financial leadership roles for companies across multiple sectors, which led to several successful exits, including initial public offerings on the NYSE and Nasdaq.

In her role as chief revenue officer, Jennifer Ferrang has ownership for developing and implementing a winning sales platform across multiple channels as well as working closely with marketing to bring customers new solutions with compelling benefits. To enhance the company's ability to scale effectively and operate, she will focus on building and developing a top-performing sales team.

A strong sales and marketing strategist, Ferrang has a 30-year track record of leading sales systems and operations to drive successful go-to-market strategies in the healthcare sector. Most recently, she was the vice president of sales at multinational healthcare services company Cardinal Health. There, she developed the tactical roadmap and organizational structure to support the growth and integration of the function into Cardinal Health. Prior, Ferrang held the senior vice president of sales role with Univita Health, Inc. Earlier in her career, she was promoted through the sales ranks at Quest Diagnostics, Ariba, Inc., Aetna, Inc. and Kaiser Permanente.

Acertitude Co-Founder and Managing Partner Rick DeRose and Principal Jessica Tvelia co-piloted the two C-level searches as strategic advisors to Scott Megill.

“Coriell Life Sciences is doing amazing work changing the global landscape of how medication decisions are made, resulting in enhanced patient care and reduced healthcare costs,” said DeRose. “Two highly successful leaders, Bill and Jennifer are sure to accelerate the company's expansion and significantly improve patient outcomes.”

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About Coriell Life Sciences

Coriell Life Sciences delivers the power of precision medicine. We are a trusted bioinformatics company that bridges the gap between genetic knowledge and clinical application to drive cost-effective healthcare solutions for laboratories, payers, healthcare systems, providers, and patients. Coriell Life Sciences sets the gold standard in genetic interpretation and reporting and offers the most comprehensive medication safety program on the market. Visit coriell.com, email info@coriell.com, or follow [@CoriellLife](https://twitter.com/CoriellLife).

About Acertitude

Acertitude is the executive search firm unleashing human potential. We discover, connect, and empower brilliant people at work. Our approach to search creates human connections, uses sophisticated data and behavioral analytics, and brings your inside story to life. Our team specializes in the consumer, financial, healthcare and life sciences, industrial, private equity, professional services, and technology industries. Explore how to unleash your potential: www.acertitude.com.

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