

**March 3, 2021**

Re: Professional Letter of Reference for Rob Mosley

To whom it may concern:

As the Managing Director and Chief Executive Officer of Klein Hersh International, I have had the opportunity to engage numerous service providers to support the professional development of our diverse team of life sciences and healthcare executive recruiters. While each partner has their own unique strengths and qualities, in the sales training area few have stood out as notably as Rob Mosley, Managing Partner, Learning & Development at Next Level Exchange.

In working with our team on several engagements, Rob demonstrated insights and thoughtfulness to our needs that was far superior than most trainers we have worked with. He stands out with a unique ability to distill the science of sales and relationship building in a manner that is most valuable for our team. In our efforts to position ourselves as trusted advisors to our clients, Rob has skillfully guided us on strategies for selling this differentiating aspect of our business model.

Rob's contagious energy and desire to work closely with our leadership team was evident from our first engagement. He has met our needs for customized programs that are the most impactful for us to implement into our daily communication with our client community. His approach to our needs has always been thoughtful, meticulous, and focused.

Above all, Rob is highly motivated and passionate about helping his clients succeed. I enthusiastically endorse him as a sales trainer and strongly believe he can deliver measurable value to your organization as well.

Sincerely,

Jason Hersh  
Managing Director and Chief Executive Officer  
Klein Hersh International  
[www.kleinhersh.com](http://www.kleinhersh.com)