

5 Minutes with Jean Hoffman

President and CEO
Putney, Inc.

Jean Hoffman, Putney's founder, Chairman and Chief Executive Officer, is a successful entrepreneur with a strong track record in the pharmaceutical industry. Ms. Hoffman previously founded Newport Strategies, Inc. in 1990 and built that company into the world leader in product targeting and sourcing systems for the generic pharmaceutical industry before it was acquired by Thomson Scientific in 2004. Following the sale of Newport, Ms. Hoffman founded Q Street Advisors, Inc, a consulting and advisory company serving the global generic industry. She has also served as one of the founding members of the Board of the Small Enterprise Growth Fund, a venture capital fund investing in early stage companies in Maine. Ms. Hoffman graduated cum laude from Bowdoin College in Maine with degrees in East Asian History and Government and Legal Studies. Ms. Hoffman studied at the Chinese University of Hong Kong and completed executive education programs at Stanford University Graduate School of Business and Columbia University Graduate School of Business.

1. Can you tell us a bit more about your company?

At Putney, we are pet owners and pet lovers, who are passionate about helping our animal companions live longer and healthier lives. That's why we are committed to developing high quality, affordable veterinary generic drugs. It's all about providing the best options for the best medicine for our pet family.

2. Why did you decide to get involved in Top Gun?

As a successful entrepreneur, I want to help others be successful in founding companies that grow, and create jobs and meaningful work, that create long term value in our economy.

3. Did you ever have a mentor? If so, how did that person contribute to your growth?

I've had the privilege of working for and with a number of high caliber, successful people over the years. The intelligence, integrity, hard work and analytical and problem solving skills these people demonstrated helped me immensely.

4. What is the most overrated skill for an entrepreneur?

Patience.

5. What is your favorite part of a typical work day?

Walking in to the office and seeing good numbers up on the sales board.