

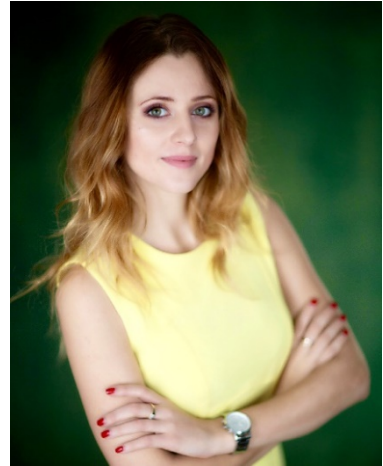
Anna Nesterova

President, Sales Agent

AVA Medical

MBT Class of 2013

A graduate from the MBT program in 2013, Anna entered the medical device industry. Both of her parents were doctors and, in their footsteps, Anna attended the MD Medical Academy in her home city of Tashkent, Uzbekistan. She was dreaming of career as physician until she immigrated to Canada in 2010 and chose a different path. After completing an undergraduate in kinesiology at University of Calgary, she entered the MBT program. In MBT Anna fell in love with business, and more specifically, the Biotech and Medical Device industries. She believes that MBT played a pivotal role in her career, as it introduced her to the product commercialization process and gave her a totally new perspective on health care.



Upon graduation Anna started working at Johnson & Johnson. She gained experience as a product specialist in neurosurgery and interventional neuroradiology fields and worked closely with the end users of medical devices. After a rewarding experience at Johnson & Johnson, she initiated a bold move to start her own Calgary-based sales agency company, AVA Medical, where she has been very successful. As President of AVA Medical, Anna works with large companies like Johnson & Johnson, Smith & Nephew, and multiple other niche European and Canadian companies developing and manufacturing medical device technology. She strongly believes that by bringing new products to the market, her work has an impact on the health care system and quality of patient care in Canada, something that aligns with her personal passion.

Anna strongly recommends MBT program to students who are looking to expand their views on science, biotechnology and business, as well as to obtain the business and communication skills that are so valuable in current global market.