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entrepreneurs, executives, employees and the organizations they run. More than 1,400 nominations from organizations of all sizes and in virtually every industry were

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Nov. 22, 2016



**Two Thomson Reuters Leaders Honored with 2016 Stevie Awards for Women in Business**

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Under Hesse's leadership, her operations service staff and management team successfully transitioned over 85% of their client base onto a real-time service offering, while increasing productivity of the staff more than two-fold and maintaining one of the industry's highest customer satisfaction rates. Prior to her current role, Hesse was the Director of Sales for myPay Solutions for five years, wherein the sales department hit record revenue growth year over year.

**Melissa Rothchild** received two Bronze Stevie Awards in the categories of Female Executive of the Year – Business Products – More Than 2,500 Employees – All Other Industries and Maverick of the Year – All Other Industries. She is Vice President of Marketing and oversees the marketing strategy for the Knowledge Solutions business unit within the Thomson Reuters \$1.4B Tax & Accounting division.

In this role, she is responsible for demand generation and customer retention marketing activities, sales team enablement, growth of the e-commerce channel and digital marketing strategies. Last year, she successfully oversaw the growth of the new E-Commerce channel for the Tax & Accounting division by 25% year-over-year, rolled out an innovative Social Selling Program across the sales teams with an opportunity pipeline that grew 100% year-over-year, and helped to elevate the division's position of thought leadership in the marketplace with effective content marketing.

She also led a team of cross-functional stakeholders to implement a new demand generation lead workflow model to increase lead-to-opportunity conversions and significantly improve reporting. Ms. Rothchild and her team have been recognized for their persona-driven approach to marketing campaign messaging and execution.

"The Stevie Awards bestowed on Elena and Melissa are further affirmations of Thomson Reuters commitment to talent development and diversity," said Brian

Peccarelli, president of the Thomson Reuters Tax & Accounting business. “Both Elena

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Marriott Marquis Hotel in New York City.

For a complete list of the Stevie Award winners, visit [stevieawards.com/women/2016-stevie-award-winners](https://stevieawards.com/women/2016-stevie-award-winners).

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