



Reference Letter of Andreas Dobler

Mr. Andreas Dobler, born on the 30.03.1994, was employed in our company from 14.06.2021 to 28.02.2023 as a Sales Manager.

Netlight Consulting AG is an IT and management consulting company with headquarters in Zurich and other locations in Europe. Its core business includes consulting services in the field of IT for customers active in various sectors and of all sizes. Most recently, the Netlight Consulting Group achieved international a turnover of approx. 170 million Euros.

The area of responsibility of Mr. Dobler mainly comprised the following:

Sales:

- Enabling Netlight to grow and thrive in a new market by finding and establishing new clients and engagements as well as collaborating closely with consultants to find a suiting assignment for them.
- Responsible for the entire sales cycle from first meetings with stakeholders to needs analysis, scoping, closing and customer success.
- Starting collaborations at new clients from scratch. E.g. with one of Switzerland's largest retail and wholesale companies. In this case, the field of collaboration was strategic Cloud Transformation advisory.

Account Management:

- Developing tailor-made solutions and working closely with clients to ensure positive impact and sustainable results.
- Generating and maintaining interest and motivation from others for clients and assignments by building strong relationships as well as working closely with others in a collaborative team setting.
- Identifying upselling potential by holistically connecting different deliveries at the same client.
- Ensuring successful client projects as a whole through team performances by supporting the team at the client with their delivery.

Project Management:

- Project coordination, stakeholder communication and expectation management.
- Manoeuvring existing client engagements and supporting them as a strategic partner.
- Leading the day-to-day execution of client projects while guiding and developing individual team members. Working directly with clients and taking ownership of overall projects and their end products.



Mr. Dobler has a very broad and well-founded expertise which he knew how to put into practice at any time.

In addition, his work results were of good quality, especially in the face of changing requirements and under difficult circumstances. He met the requirements which were set for him to the full extent. Mr. Dobler proved to be a resilient employee and acted deliberately, calmly and in a goal-oriented manner.

In a very short time, Mr. Dobler was able to familiarize himself with various areas of responsibility which were assigned to him. Furthermore, he pursued the agreed goals sustainably and with great success.

The working style of Mr. Dobler was always characterized by great reliability as well as a careful and structured approach to planning.

In contact with customers, Mr. Dobler was characterized by a very professional appearance and always behaved flawlessly towards superiors, employees and customers. He contributed to a good and efficient team working environment.

Mr. Dobler has always performed the tasks assigned to him to our full satisfaction.

Mr. Dobler is leaving our company on 28.02.2023 at own request.

We thank Mr. Dobler for the valuable cooperation and we are sorry to lose him as an employee. We wish him all the best for his further career and life path and much success in the future.

Zurich, 28.02.2023

Netlight Consulting AG

Felix Sprick, Managing Director