



Mrs Elena Kotschetkow,
Feldbergstr 18,
68163 Mannheim

Greif Flexibles Germany GmbH & Co. KG
Industriestrasse 28A
D-68519 Viernheim
T +49 (0) 6204 / 96640
F +49 (0) 6204 / 65692
www.greif-flexibles.com

December 2014

To: Whom It May Concern

Letter of Reference:

It is my pleasure to provide this Personal Reference for Elena Kotschetkow.

Elena was employed, initially by the Storsack Group, in 2001 and her employment subsequently transferred to Greif in 2010 following an acquisition of the Business. Throughout her period of employment I have known Elena and she was reporting to me directly.

I was particularly impressed with the drive and enthusiasm Elena showed in furthering her career development. She started in the role of "Commercial Assistant" and very quickly demonstrated confidence and an aptitude to negotiate contracts between clients and suppliers. She is an excellent Relationships Builder, has strong linguistic skills and speaks English, German and Russian fluently.

After 2010, Elena took a greater responsibility as CIS Commercial Manager and was a pivotal influence in formulating our new "Go To Market" strategy in the Region. This was achieved by establishing a network of Distributors as well as direct customers. Over the next 3 years, our sales in the Region almost trebled in value.

In 2012, to further her education, Elena enrolled on a Business Studies course and successfully completed her MBA at the Mannheim ESSEC University in 2013. Not only did this demonstrate a strong personal resolve but it was quite some feat to juggle the challenges of a job with all its responsibilities, her studies and motherhood all at the same time. Nevertheless, she happily accomplished all these targets.

Elena is a dedicated, conscientious team player; much respected by her colleagues and peers. Her decision to leave Greif to pursue a fresh challenge was her own. Accordingly I have absolutely no hesitation in recommending her to any future Employer,

Yours Sincerely

Simon Wildi
VP & General Manager
Greif Flexibles Packaging and Services