

To whom it may concern,

I had the pleasure to serve with Robert Wagner in a split Bakersfield, CA territory from 2012-2015 as a fellow field admissions representative. Recognizing that I had 20+ years of experience in this field, Robert listened carefully when I gave advice and coaching. He applied what I taught him, and had some very successful years, in his 2nd year, his success was even more so than other field admissions professionals who had been there longer.

Based on Robert's work ethic, consistency, communications skills, teachability, and overall great attitude, I am writing to recommend Robert for any of the following roles:

- Field Admissions Representative
- Senior Customer Success Manager
- Territory Sales Manager

During our time together, Robert consistently demonstrated exceptional skills in working with others, and solving problems.

- One thing that I really appreciated was his ability to manage projects from beginning to end. As a remote admissions representative, we coordinated all-day field trips for Skills-Based training to give High School Seniors a tour of Universal Technical Institute, (over 2 hours away from our territory center). Robert would coordinate schedules with the facility, the instructors, and the school district, as well as charter the bus, coordinate lunch and snacks, gain permission where needed, and then we would both facilitate logistics all day during the tour. It was a huge success for students to have a chance to see the school, and we both benefited from it annually as we combined our accounts (high schools) to better serve our students.

In addition to his project management skills, Robert is a team player who is always willing to go the extra mile. He consistently brings a positive attitude to the workplace and fosters a collaborative environment, contributing to the success of any team he works with.

Sincerely,

Robert Jaime

Field Admissions Representative (former co-worker)
Universal Technical Institute