**Vendor Relationship:-** Neoteric’s relationship with its vendor has always evolved with time in-spite of the changing market conditions. As a distributor planning for industry-leading growth and long-term success, Neoteric has always actively planned course corrections to the relationship it has with each supplier on the line card. It has strived to improve its strategic value to key suppliers resulting in outperforming its competition over the long-term.

Neoteric has aligned business & sales team in respective locations for developing the brand it distributes along with professional training for the resellers for the required products.

**Training to Resellers** :- Evolve, a neoteric techno – commercial training initiative helps in the solution selling approach, explain newer technologies, technical superiority of the products thus enabling up selling & positioning of complete solutions.

I certify that the information furnished above is factually correct and subject to verification by Neoteric (including Reference Check & Background Verification).I accept that an appointment given to me on this basis can be revoked and/or terminated without any notice at any time in future if any information has been false, misleading or deliberately omitted/suppressed. I also certify that I am at present in sound mental and physical condition to undertake employment with Neoteric.