

## INTERNSHIP WITH FIRSTY

This is to confirm that **Derren Winata**, residing at 36 College Ave E, North Tower, #23-206C, Singapore 138600, born on 17th January 2005 was an intern with **Firsty** in Singapore from **06<sup>th</sup> May 2025** till **25<sup>th</sup> June 2025**.

During this time Derren successfully worked on the following areas:

- Developed a lead generation tool to automate cold outreach via LinkedIn.
- Researched & created a list of 300+ companies across APAC to outreach, based on pre-defined ICP criteria.
- Developed a LinkedIn SDR account for driving engagements on LinkedIn.
- Successfully built a sales funnel that focused on cold outreach, prospecting and pitching as key deliverables.

During his internship, Derren was able to positively contribute to the Firsty APAC team. We wish him success with the rest of his education and professional career ahead.

**For Firsty B2C Pte Ltd.**



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