

To whom it may concern,

September 05, 2025

I am pleased to recommend Julie for the new position she is applying to. As a business developer and strategic alliance manager at Axeos, Julie and I have worked for two years in a strategic partnership between both our companies. She has shown exceptional professionalism and great market sales insight.

For project examples, we co-organized a successful joint event at InfoComm 2025 in Orlando, our industry's leading North American tradeshow. Her coordination showcased our products' synergies, generating significant interest. She also trained my sales team on Axeo's portfolio, enabling them to create cohesive product combinations, enhancing client value. She also created setup a showroom of her company's products at my company's HQ, demonstrating great sales-driven strategy and customer attention to detail.

Her strategic thinking and collaboration skills make her an excellent candidate. Julie is also outperforming with human relations, in multiple languages which is not an easy task, she can adapt and reach any client type in multiple nationalities, and deliver any message the best way possible. Work ethic is also very strong.

If you have any question, please feel free to reach me on my email or telephone.

**Clement Plombin**

Jupiter Systems

Product Marketing Manager

Tel +33 7 68 67 67 17

cplombin@jupiter.com