REFERENCE LETTER

This is to certify that Rohini Ramakrishna, born on 02.11.1986 has been working at Experteer GmbH from November 15th, 2019 to January 31st, 2025.

Experteer is a leading international online career service for senior professionals. Our premium career portal enables executives to actively develop their careers with access to over 1,000,000 selected top positions on the senior-level job market as well as exclusive headhunter mandates. The two-sided marketplace allows certified headhunters and recruiters to make discreet contact with executives who are ready to make their next career move.

From its headquarters in the heart of Munich, Experteer operates career websites focusing on the European and US markets. Experteer bases its success on expertise in data science, digital marketing and online business.

Ms. Ramakrishna joined Experteer in November 2019 as Senior Software Engineer where she took care of the following activities:

- **One Click Apply:** implemented one of Experteer's main flows in a new and innovative UX to increase job-to-apply conversions.
- **API integrations for sending SMS with a 3rd party provider:** integrated with MessageBird to strengthen CRM for B2C and overall marketplace activity.
- **B2B revamp project - B2B search and other tasks:** worked on an extensive B2B relaunch project that delivered a fresh and modern UX as well as new product features - for example a faster search experience for the candidate database.
- **FreshDesk API integration:** optimized customer support (CS) communication from main application into FreshDesk for efficiency and faster round-trip times with CS agents.
- **Translation Server:** extended existing L10N/I18N workflows to be able to integrate seamlessly with React/Next.JS.
- **Onboarding:** worked on a new B2C onboarding flows to increase conversion rates and profile depth of candidate profiles.
- **LinkedIn Ads API:** implemented marketing acquisition data flows from main application to LinkedIn Ads platform to increase signup and upsell conversion on B2C.

Ms. Ramakrishna is integrated very well within the different teams, and she is quickly comfortable with her area of work. She carries out all her tasks in an independent and diligent manner. Ms. Ramakrishna provides a strong expertise in **Ruby, Ruby On Rails, Postgres, Apache Kafka, ElasticSerach, and cloud computing (GCP)**.

One of Ms. Ramakrishna's strongest attributes is her exceptional problem-solving skills with the ability to streamline workflows to ensure good project output. She is very easy to work with due to her outstanding collaboration and communication skills and to his effective work with cross-functional teams.

Ms. Ramakrishna's attitude towards his superiors, peers and customers was always friendly and proper.

It's been our great pleasure to have Ms. Ramakrishna in our team and we would like to thank her for her contribution and commitment and wish her all the best for her professional and private future.

Munich, 11th of February 2025

Experteer GmbH

Thomas Nitsche
CTO
Experteer GmbH