## Date: 13-Sept, 2018

# TO WHOMSOEVER IT MAY CONCERN

This is to confirm that Satish Kumar is employee with Primologic Systems Pvt. Ltd. at our Noida branch. He is associated with us from 08-Oct, 2015 to Present. His designation with the company is Business Development Manager. His employee code is PS-8190. He is a full-time employee and working for 54 hours per week.

He has held the following designations:

|  |  |  |
| --- | --- | --- |
| Designation | Start Date | End Date |
| Business Development Manager | 01/04/2016 | Present |
| Business Development Executive | 08/10/2015 | 31/03/2016 |

His roles and responsibilities as a Business Development Manager is as follows:

* Create awareness for company's products and services through strong company contact and effective communication skills and build relationships with successful customers.
* Coordinate activities with a wide range of planning development projects and industrial and commercial companies and business representatives.
* Evaluate business opportunities and develop strategies to attract business.
* Review and evaluate business and industrial development proposals.
* Find and replace shortcomings and curved holes in current business strategies, and keep your new ideas going.
* Take care of business trends and changes.
* Carry out sales forecasts and analysis, and present results to senior management.
* Develop social and economic profiles to promote investment and development in industry and business.
* Capture and analyze data about consumer purchase behavior and preferences.
* Make comparable research approaches for marketing of industrial and commercial products.
* Consulting for planning and starting a contemporary business.

His roles and responsibilities as a Business Development Executive were as follows:

* Identify market trends and new opportunities.
* Create new leads for the company by meeting contemporary individuals at industry events.
* Contact potential clients through email or phone to establish rapport and set up meetings.
* Create long-term relationships that convey long-term benefits to the business.
* Work with Product Management and Development Team to provide plausible solutions for potentially new clients.
* Prepare presentations for the company that can be present at the trade shows, to the clients, to the employees, conferences.

His Annual Gross salary is INR 4, 22,400. In addition to this he is also entitled with Incentives/Bonus. He is eligible for Leaves, Medical insurance and other employee benefits as per the company polices, as amended time to time.

During his stay in the organization his work and conduct is good. He bears a good moral character. We wish him success in life.

This certificate is issued on the request of the employee.

For: Primologic Systems Pvt. Ltd.

Mr. Vijendra Pal

Human Resources Department/Reporting Manager

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