



Reference

We are pleased to confirm that Mr. Andreas Dobler, born on March 30, 1994, from Mümliswil-Ramiswil, was employed at our company from August 1, 2017 until May 31, 2021, last as a working student in the Customer Success - Industry Sales - Financial Services Banking department.

He was responsible for the following tasks:

- Supporting the Financial Services Sales team with projects for the largest and most important customers in the insurance and banking sector
- Executing projects in teams consisting of Sales, Marketing, Consulting, and Product Specialists
- Collaborating in all sales areas, especially focused on finding new opportunities and closing deals
- Take on the responsibility as Account Executive in training a customer in the banking sector, incl. closing multiple deals with a total value in the six-digit range

Mr. Dobler also took on the following special tasks:

- Acquiring industry-, sales- and SAP software-specific specialist knowledge
- Participating in trainings and knowledge building sessions
- Taking part in the SAP intern rotation program with the aim of cross-department exchange as well as the development of specialist knowledge
- Convincing with a solution to fight global warming with the help of technology with the result of winning the SAP intrapreneurship initiative 1BLives 2020 in Switzerland

Mr. Dobler successfully mastered his own area of work, worked confidently and autonomously and was also dependable and precise under high pressure. He responded perceptively to new tasks, immediately identified the essential issues and maintained an excellent perspective of the big picture. He was always fully dependable and completed his tasks efficiently, responsibly and dutifully even under hectic conditions. We were particularly impressed by his exceptional performance and flexibility. He has demonstrated an outstanding sense of responsibility and a high level of commitment to his routine work as well as in any unanticipated situation.

Thanks to his quick-wittedness and adaptability, Mr. Dobler rapidly felt at home with the various tasks he was requested to take on. As well as being fully trained, he possesses sound and in-depth knowledge which has always enabled him to respond in an independent and effective manner. His experience and motivation rapidly enabled him to produce excellent results. His constant desire to acquire new skills and put them into practice has been particularly appreciated. His cooperation has always been exemplary, like his work which has consistently exceeded our expectations. We have got to know Mr. Dobler as an exceptionally dependable and conscientious colleague. He continuously exceeded our expectations while accomplishing his assigned tasks.

With his friendly, polite and humorous manner, Mr. Dobler made considerable contributions to a harmonious working environment. He was accepted and appreciated by superiors and colleagues in equal measure. His personal management skills were always exemplary. He is exceptionally good at prioritizing his tasks and uses a pragmatic approach to his work. He regularly achieved and even exceeded expectations by coming up with creative solutions derived from his vast experiences. He was very good at motivating his colleagues when implementing his solutions.



Mr. Dobler is leaving our company on May 31, 2021 at his own request. We are extremely sad to see him go, and we wish him the best of luck and success in his new task, as well as in his ongoing career, and in life.

Zürich-Flughafen, May 31, 2021

SAP (Schweiz) AG

A handwritten signature in blue ink, appearing to read 'G. Wiskemann'.

Gabriel Wiskemann
HR Director

A handwritten signature in blue ink, appearing to read 'Elke Kirsch'.

Elke Kirsch
HR Business Partner