



Tomasz Przybyla

Vice President

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To Whom it May Concern:

Magdalena Wisniewska worked under my direct supervision at CDRL S.A. from 19.05.2003 till 28.02.2015. During that period I had the great pleasure of watching her career development, from an Export Specialist at the very beginning to a fully operational Export Manager in her 12 years in the company. That was the last position she held before her resignation.

Over the years of her work in our company she proved to be successful in building efficiently operating Export Department, able to launch out Coccodrillo products on international markets.

Magdalena was responsible for design and implementation of all export strategies and supervised efficient work of international sales staff. She prepared a lot of effective business plans for different projects achieving required turnover and profit. She was monitoring all specific transactions of our export customers.

Her duties included as well:

- maintain professional relationships with all distributors and customers
- plan and coordinate participation in many trade shows around the world
- assist business partners to design efficient distribution strategies on different markets
- monitor all existing and prospective markets in Europe and worldwide in order to identify new business opportunities
- provide training to export department employees and perform assessment of all work and assist to achieve all export objectives

Magdalena has demonstrated the following abilities as an Export Manager: ability to handle pressure, manage time, organize and plan, communicate, work as a team leader.

During the time that Magdalena reported to me I was impressed by her overall job performance and in particular by her ability to come up with new and innovative approaches to assigned projects.





I would describe Magdalena as a hard-working and proactive manager who was able to come up with new approaches to achieve her sales targets.

She was highly respected as both a person and a manager by employees, colleagues and all business partners.

If you have any further questions in regards to Magdalena's suitability please do not hesitate to contact me on [tomasz.przybyla@cdrl.pl](mailto:tomasz.przybyla@cdrl.pl)

Sincerely,

Tomasz Przybyła

Vice President

  
V-CE PREZES  
Zarządu  
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