

August 25, 2009

To Whom It May Concern:

This letter is my personal recommendation for Steve Marriott. I have known and worked with Steve for over seventeen years, both as a colleague and as his manager. In our fast-paced environment, I found Steve to be highly energetic in consistently delivering results, managing his customers extremely well and doing whatever was required when asked.

Besides being viewed by many organizations within the company as a valued team member, Steve is a take-charge person who regularly exceeded his double-digit million dollar sales goals through diligent work with company resources and by creating and executing initiatives that increased the customer order rate and improved internal efficiency. During his tenure as account manager, Steve grew annual orders from his customers from \$7 million to as much as \$80 million.

Steve is also known for his successes in managing the company's Sales Training organization. In that role, Steve managed a staff of ten and was also a creative contributor to the training programs that his team developed delivered. His Computer Technology and Solution Selling training programs were recognized by the company as highly innovative and effective and both helped improve sales team efficiency in winning orders and increasing productivity.

Steve was a key contributor to the company. He constantly set and met high standards for himself. It has been a pleasure to work with a professional like Steve and I highly recommend him for employment.

Sincerely,



Ray Merckling

Senior Sales Director
Tektronix