



TechBridge Market Pte. Ltd.
195 Pearl's Hill Terrace, #02-01,
Singapore 168976

Reference for Hugo Jefferson of Vision Consulting

Dear whomever it may concern,

My name is Dominique Clonen, Founder and Owner of TechBridge Market.

We employed Hugo Jefferson of Vision Consulting as Sales Director from September 2020 until December 2023.

Hugo is an outstanding New Business Sales person and Account Relationship Manager. He brought in over 70 new accounts during his time with us. This was despite very difficult market conditions during and coming out of COVID.

Hugo is a tenacious, articulate cold caller, a great story teller and relationship builder and closes business in short sales cycles. During his time with us he brought on Blue Chip / MNC companies such as The Great Eastern, MayBank, NetApp, WIPRO, CapitaLand, DB Schenker, Media Corp, Stryker, 1-Net, NETS Singapore Post, to smaller start-ups and SMEs such as; OneBerry, OSOME, Engage Rocket, Celestica, Hunstman, Ninja Van, OTSAW, to name but a few.

We had a very unique, innovative, disruptive hiring model which used an AI search technology across all the online recruitment websites in the market for sourcing candidates. This meant that Hugo had to bring confidence and communicate a convincing value proposition to an entirely new method of recruiting to our clients.

I have known Hugo for many years from the Data Centre Conferencing Market and he has always had an impeccable reputation for delivering revenue and developing businesses.

Unfortunately, our business closed at the end of last year due to market and financial pressures. However, Hugo didn't give up until the end, which was much appreciated, as we started to close the business and required the financial resources to do so.

I would personally recommend Hugo to any business looking to grow and build new business revenue, a strong brand and long lasting, high value relationships.

He is also a great team player, leader and trainer to bring about success throughout the business.

Please feel free to contact me if you require any further information.

Dominique Clonen

Founder and CEO, TechBridge Market

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A handwritten signature in blue ink that reads "D. Clonen".