

April 23rd, 2014

To Whom It May Concern:

In February 2014, Geoconcept China Ltd. engaged Fitco to place an Asia Sales Manager in our APAC headquarter in Shanghai to drive the expansion of sales in China and across Asia. To achieve a suitable candidate, we had previously used multiple online job websites and social media portals which resulted in us receiving many resumes but due to the specialist nature of our business requirements none were suitable. Fitco launched the search across Asia and shortlisted two quality candidates within 2 weeks for interviews.

Fitco's principal consultant Katherine Wang debriefed and prepared us about each candidate's strengths, weaknesses and motivations in order to ensure that the interviewing process was optimised. We were also provided with valuable insights from a detailed search report that gave us business intelligence about our positioning in the competitive marketplace across our industry.

We were highly impressed with both shortlisted Candidates and decided to make one of them an offer immediately after the interview. Although this candidate had been made an alternative offer with another company, Fitco's powers of persuasion convinced the chosen candidate to join us and the excellent candidate commenced working for us by the end of March.

Immediately after this success, we re-engaged Fitco to help with placing a marketing talent to support our market expansion in Japan. Despite the challenges finding a good Japanese native candidate represented, several good quality people were interviewed and we have made an offer to an excellent candidate.

We are impressed by Fitco's service with detailed attention to our needs, their personal touch, their smooth coordination at all stages, and of course the final results. As such, I have no hesitation in recommending Fitco to any organization that has niche and hard to fulfill hiring needs.

Best Regards

Pierre-Antoine TRICEN
APAC Business Development



Geoconcept China Ltd.
Room 2012, 20/F., Catic Building
212 Jiangning Road
Jing'An District
Shanghai
200041 P. R. CHINA
Phone: (+86) 21 2230 6600

GEOCONCEPT 中国 (捷坤信息技术 (上海) 有限公司)
凯迪克大厦 20 层 2012 室
江宁路 212
静安区
上海市
200041 P. R. 中国
电话: (+86) 21 2230 6600