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To Whom It May Concern:

Fitco was recently engaged by us to hire a Sales Professional in South East Asia for Werner, a market leader across Europe and North America in Professional Climbing Equipment. We needed a talented person with both strategic and hands on capabilities to manage distributors and develop new business channels across the region. Fitco demonstrated to us confidence as a specialist executive search firm for efficiently finding talents for new market entry into Asia.

Fitco commenced the search project with expertise to understand our exact needs and helped us clearly define an optimal Regional Sales Manager position. Afterwards their team executed a highly tailored search strategy to identify and screen the best candidates in the region. Their regular feedback also provided us with valuable information about the market situation.

The 3 candidates professionally presented all had top quality credentials and excellent track records so all were interviewed. The pleasing dilemma this created for us was deciding between the top 2 candidates and Fitco was able to facilitate in-depth due diligence to help us come to an optimal hiring decision and bring the chosen candidate on board.

In conclusion, I have no hesitation in recommending Fitco to any company requiring ideal candidates to penetrate Asian markets and we will continue our cooperation for other strategic positions across Asia going forward.

Claire Cheng

General Manager

Director Strategic Planning, APAC

Werner Co. – Asia Pacific