

Employment reference of Jānis Sīklis

Jānis Sīklis has been employed in Schneider Electric S.A. representative office in Latvia from July 1998 until January 2000.

His position was the Department Manager of Power Transmission and Distribution Department.

Jānis Sīklis was part of Schneider Electric S.A. team in particular responsible for High and Medium voltage switchgear sales in Latvia. In this highly visible, dynamic and demanding role key responsibilities were to:

- Build strong business relationships with various customers;
- Develop a thorough understanding of Schneider Electric products;
- Develop and deliver compelling proposals at the most senior level in order to win new business.

Jānis Sīklis qualifications are:

Excellent written, verbal and interpersonal communication skills;

Excellent command of English language;

Proficiency in Microsoft Word, Power Point, Excel and Project;

Ability to work independently;

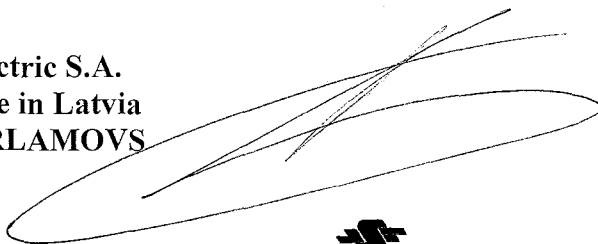
Strong organisation;

Excellent diplomacy and negotiation skills;

8 years experience in Sales & Marketing;

Equable relations keeping in working team.

Schneider Electric S.A.
Representative in Latvia
Arkādijs HARLAMOVS




GROUPE SCHNEIDER
SCHNEIDER ELECTRIC S.A.
Pārstāvniecība Latvijā
Torņa 4, III B-203
Rīga, Latvija
Tālr. 371 7224947 Fakss 371 7320797

Merlin Gerin

Modicon

Square D

Telemecanique

Pārstāvniecība Latvijā
Jēkaba Kazarmas, Torņa 4, III B-203, LV-1050, Rīga
Tālr. (371) 7503232, 7503234
Fakss (371) 7320797
E-mail: schneiderlatvia@com.latnet.lv