

Rafael Marrero
Manager of Account Management
Kaseya
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To Whom It May Concern,

It is my pleasure to write this letter of recommendation for Nicolas Afonso, who worked under my supervision as an Associate Account Manager at Kaseya. During his time with our team, Nicolas quickly demonstrated his exceptional ability to learn and adapt in a fast-paced environment. His drive, dedication, and rapid onboarding were nothing short of impressive.

Nicolas was tasked with quickly understanding Kaseya's broad range of product offerings as well as mastering the IT industry's unique terminology and B2B sales motions. He not only grasped these concepts swiftly but applied them skillfully, becoming comfortable communicating with C-suite executives and delivering value to MSP clients in a short time.

Nicolas demonstrated perseverance and a strong command of language while at Kaseya. He found tactful ways to grab clients' attention and demonstrate value, such as proactively analyzing clients' website traffic and marketing metrics to demonstrate need for our marketing software. This approach enabled him to establish stronger relationships and position himself as a knowledgeable advisor.

Beyond his technical abilities, Nicolas displayed outgoingness and a strong willingness to help his peers, naturally becoming a belonging member of our team. His collaborative spirit and helpful nature made him an approachable resource, promoting an environment of camaraderie and shared success.

One of the most noteworthy qualities about Nicolas was his persistent work ethic. He was often the first to arrive at the office, consistently showing up an hour before work hours to strategize his day. This habit exemplified his commitment and ability to manage his book of business.

In summary, Nicolas Afonso is an outstanding professional who not only cemented his skills in account management but also added significant value to our team through his analytical skills and dedication. I am confident that he will thrive in any role he pursues, and I recommend him for any future endeavors.

Sincerely,
Rafael Marrero
Manager of Account Management at Kaseya
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