

Reference – Miss Vaine Sokomanu

To Whom It May Concern:

It is with a heavy heart that I fully recommend Miss Vaine Sokomanu to you in a sales capacity. Vaine has now finished employment with The Kava Emporium as we closed this business and whilst that is a loss to us, it is your significant gain.

Vaine began work for us April 2014 as a sales assistant. Her bubbly personality was an immediate hit with our customers and sales almost overnight rose by over 35 percent. In my 11 years as a business owner in Vanuatu and with working with sales staffs for the majority of it, I had never seen a better sales person. Her methods were instinctive, friendly by nature and engaging as she was not afraid to strike up conversations with customers whether they be locals or tourists. As you can likely appreciate, this is a difficult talent to find in Vanuatu. To top it off Vaine was not only engaging but also able to close sales without issue which showed in the spike in turnover.

Vaine's aptitude in dealing with the Vend Point of Sales system, ability to deal with suppliers and with our manufacturing plant meant that by April 2015 she had progressed onto the Store Manager position at The Kava Emporium. Coupled with this was her eye for store Merchandising, she even voluntarily did online tutorials on store merchandising to keep up with current international trends. As a manager, Vaine had respect of her sales staff, the production and office staff at the manufacturing plant and competition. I would regularly field calls from both customers praising Vaine's ability as well as competitors looking to hire Vaine away from The Kava Emporium.

Our decision to close The Kava Emporium was one that was a personal one to move away from the manufacturing of value added kava products due to supply issues and in some regards away from Vanuatu as both myself and the co-owner had moved overseas. The store continued to perform well above what was expected during incredibly trying circumstances – i.e. TC Pam, cruise ship/bus driver issues and of course the International Airport fiasco – all resulting in a dramatic decrease in tourism numbers. Vaine was the reason that The Kava Emporium was able to continue to perform as well as it did and indeed propped up the other arms of our Kava business during this period.

We will be forever grateful to her for her time working for us. You will never find a more qualified retail sales manager than Vaine in this country and without hesitation can recommend her for not only any sales position that she applies for but any employment that she turns her hand to. If you would like to discuss Miss Vaine Sokomanu in more detail, please feel free to contact me on the below details.

Sincerely,



25<sup>th</sup> May 2016

Cameron McLeod – Managing Director VRRP Ltd. T/A The Kava Emporium

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