



Date: 13 April 2012

**DK Outsource Pte Ltd**  
No 8 Ubi Road 2, #08-12  
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Singapore 408538

**Attention: Mr Dennis Kwok**

### **Testimonial**

For my 7 weeks internship, I was posted to DK Outsource. From my research, I realize that it is a QS company that does tendering, measurement etc and hence I was worried as the construction industry wasn't what I was expecting to be doing during my internship as I'm studying business in school.

On my first day of work, Mr Dennis told me that I'll be doing Sales & Marketing with one of my colleague, Aaron who is in charge of this software called Cost X. During my stay, I'm asked to do emailing, telemarketing etc. The challenge in my daily operation was to get appointments with clients over the phone and emailing. There were also days that I get to go for the appointments with Mr Dennis and Aaron, whereby I'll be given the chance to do the introduction and closing of the demos. By doing so, it was a way for me to bring my communication and presentation skills to a higher level which can help me in the future.

It was a good working experience working hand in hand with another intern, Aysha, where we will work together to clinch appointments; do presentations and 'cold-calling' by doing door to door advertisements of Cost X.

I would like to use this opportunity to thank Mr Dennis and his team for this great opportunity to be here. I've learnt more than just business knowledge but also life skills that can guide me in the future.

Thanks for all the guidance and patience that DK Outsource has showered me with. I can definitely say that my stay here was worth while!

Yours sincerely,

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