



Yoan LEFEVRE
Dressel Divers International
Iberostar Tucán Quetzal
Playa del Carmen, Mexico

TO WHOM IT MAY CONCERN

It is with great confidence and pride that I am writing this recommendation letter on behalf of Tom Bonte.

We worked together when I was Base Leader of the Dive Center located in a Hotel Beach Resort in Playa del Carmen, Mexico. Among other duties, I was in charge of the internship program, and Tom was employed as a sales agent and intern during his diving training.

I quickly noticed how Tom would go the extra mile to demonstrate the principles behind the sales processes. I found –and so did our other colleagues– that he was very approachable, self-motivated and friendly towards any request from a customer. He was always very polite and well presented, and he made each customer, not only happy, but also completely satisfied. Always willing to guide clients toward the product that would satisfy them, he wouldn't hesitate to help his colleagues close a sale, or to participate in new initiatives aiming to increase our sales.

Tom is a well-educated resourceful team player; he speaks at least 5 languages (English, Dutch, French, Portuguese and Spanish) and, as far as I know, he has been learning German and Arabic. It is rare to find a salesman as dedicated, savvy and passionate as Tom is. He is honest and reliable, and very serious when it comes to understanding the importance of a deadline or sale target.

While supervising his internship, I also noted that he found ways of explaining things that made it easier for trainees or new-hires to grasp. He was a tremendous help for me while training other interns in their sales approach, which made him a pillar of our base's success. He only stayed in our sales force for almost a year, but his commitment and his highly professional performance were impressive. He is a selfless team player and a very generous person with his time and knowledge.

Regarding his own training, he was thorough and committed, seizing every opportunity to learn while making himself useful: he was the best help for our instructors, and the favorite guide for our certified divers.

When Tom finally left, the company lost a strongly talented asset. Any company will be fortunate to have him. Tom deserves the highest recommendation I can give. His application to any position involving public relations and sales, or as a diving professional, deserves your full attention and serious consideration.

For any question related with Tom Bonte's participation in our company, feel free to contact me by mail to lefevreyoan@yahoo.fr

Kind regards,
Yoan Lefevre



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Hurghada, 30/09/2017

To whom it may concern.

I am pleased to write a letter of recommendation for Tom Bonte, who has been working as a dive instructor at Blue Paradise diving center from 22 March 2015 until 1 December 2016, covering the following duties:

- Guiding groups, both experienced divers and novices. He was able to give all levels of divers an enjoyable and safe dive.
- Giving courses from entry up to divemaster level, following both PADI and our own standards perfectly.
- Taking responsibility in organizing our daily boat, with a capacity of 30 guests.
- Completing an array of daily tasks on the boat such as: Welcome briefings to new clients, boat briefing to new divers, all dive briefings for the different level of divers in multiple languages, checking in and checking out of equipment, carrying tanks and preparing the boat, administration tasks such as boat lists, payments lists, etc.

He took initiative to put more effort into our digital marketing, contributing to make us the number 1 of 119 tours in Hurghada on Tripadvisor.

Throughout his time here, Tom proved to be a fast learner, hard worker, a team player, flexible and very polyvalent, due to his language skills. We saw him grow as an instructor, becoming the passionate IDC Staff Instructor he is today.

After his time with us, he came back in the summer of 2017 to work on our boat for another month, helping us in the high season, showing both professionalism and commitment.

For all the above, I recommend Tom for any job he will apply to in the future.

Please do not hesitate to contact me for any further information you may require.

Warm dive greetings,
Bart Van Rentergem
Manager Blue Paradise Red Sea