



To whom it may concern,

I'm delighted to write this letter of recommendation for Michal Raček, who I had the pleasure of working closely with at Toptal. During our time together on the same team, Michal consistently proved himself to be a reliable, trustworthy, and hardworking individual.

Michal stands out as a strong, empathetic leader. His ability to connect with the team and provide unwavering support has been instrumental in fostering a positive work environment. He is always willing to lend a helping hand and share his wealth of sales experience, which has been a tremendous asset to our team's success.

One of Michal's most admirable qualities is his dedication to teamwork. He's a true team player who not only excels individually, but also helps elevate those around him. Michal's extensive sales knowledge and strategic thinking have consistently driven our team forward, achieving remarkable results.

In addition to his leadership and sales expertise, Michal excels at collaborating with cross-functional partners. His knack for building strong, productive relationships across various departments ensures that projects run smoothly and goals are met efficiently.

Without hesitation, I can confidently recommend Michal to any organization. He is an empowering leader who has the vision and drive to take any business to new heights. Michal's dedication, leadership, and collaborative spirit make him an invaluable addition to any team.

If you have any questions or need further information, please feel free to reach out to me for a personal reference.

Best regards,

**Alex Vaziri**

Senior Sales Manager, APAC & EMEA



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