

AFFIDAVIT

[REDACTED] tor in the City of Toronto, Province of Ontario, make oath and say.

1. I am fluent in both Chinese and English.
2. I have translated the annexed document and carefully compared the translation from Chinese into English with regard to the following document:

Certificate of Employment

3. The said translation is, to the best of my knowledge and ability, the complete and correct translation of said document.

SWORN before me at the City of Toronto
In the Regional Municipality of Metropolitan
Toronto)
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This 12th day of Jan, 2026)
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A Notary Public in and for the
Province of Ontario)
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J
Bannister, Solicitor Notary Public
Tel: 416-222-1002
Adm: 100 Bloor Street, Toronto, Ontario M5S 1A1

Certificate of Employment

This is to certify that [REDACTED] has been employed by our company as Sales Director since July 1, 2021, and has worked continuously for four (4) years to date. She is a full-time employee. Her main responsibilities include, but are not limited to, the following:

1. Strategic Planning and Business Development

- Develop and implement the company's annual and long-term sales strategies, objectives, and [REDACTED] dgets, ensuring alignment with overall corporate goals.
- Analyze market trends, competitor activities, and customer needs to identify new market opport [REDACTED] s and potential growth areas.

2. Team Leadership and Performance Management

- Lead recruitment, training, coaching, and motivation of the sales team, fostering a high-perform [REDACTED] sales culture and significantly improving overall team productivity.
- Design and monitor key performance indicators (KPIs), and drive the team to meet and exceed sa [REDACTED] rgets through regular performance reviews and dataanalysis.

3. Client Relationship and Revenue Management

- Oversee the company's most important client relationships and personally participate in negotiat [REDACTED] if key contracts to ensure customer satisfaction and long-term partnerships.
- Establish and optimize sales processes and customer relationship management (CRM) systems [REDACTED] prove sales efficiency and customer lifetime value.

4. Cross-Department Collaboration

- Work closely with the marketing, product, finance, and operations teams to ensure accu [REDACTED] product positioning, adequate sales support, and a smooth end-to-end process from lead generation [REDACTED] ayment collection.

Her monthly salary is RMB [REDACTED] 000, including base salary, allowances, and bonuses.

For further verification, please feel free to contact us through the details below:

Company Name: [REDACTED]

Company Address: No. [REDACTED] [REDACTED] District, [REDACTED] City, [REDACTED] Province, China

Tel: [REDACTED]

Contact Person: [REDACTED]

Email: [REDACTED]@om

Barrister, Solicitor and Notary Public

[REDACTED] 00-2071

[REDACTED] genda [REDACTED] [REDACTED] ON

[Name of Signatory]: [REDACTED]

[Title of Signatory]: Hu [REDACTED]

[Company Name]: [REDACTED] Dir

[Company Seal]: [REDACTED]

工作证明

兹证明_____自 2018-01-01 起在我公司担任销售总监，至今已连续工作 4 年。该员工为全职员工，其主要职责包括：

1. 战略规划与业务拓展

- 制定并执行公司的年度及长期销售战略、目标和预算，确保与公司整体业务目标一致。
- 分析市场趋势、竞争对手动态和客户需求，识别新的市场机会和潜在增长领域。

2. 团队领导与绩效管理

- 负责团队的招聘、培训、指导和激励，建立高效的销售文化，显著提升团队整体产能。
- 设计并监控关键绩效指标，通过定期绩效评估和数据分析，驱动团队达成并超越销售目标。

3. 客户关系与收入管理

- 监督公司最重要的客户关系，亲自参与关键合同的谈判，确保客户满意度和长期合作。
- 建立并优化销售流程与客户关系管理体系，提升销售效率和客户生命周期价值

4. 跨部门协作

- 与市场、产品、财务及运营部门紧密合作，确保产品市场定位准确、销售支持到位，并实现从线索到回款的顺畅流程。

该员工的月薪为 10000 人民币，包含基本工资、津贴及奖金。

如需进一步核实，请随时通过以下方式联系我们：

公司名称：山东_____工贸公司

公司地址：山东_____华_____国道_____号

联系电话：(0531) 55555555

联系人：张经理

电子邮件：zhangjian@163.com

[签字人姓名]

[签字人职位]

[公司名称]

[公司盖章]

I certify that this is a true copy
of the original document
Date: _____