

To: Taj Singh

Dear Taj,

We are pleased to promote you to the position of **Sales Manager** with The Oddle Company Pte Ltd. Your appointment shall be effective on **1st February 2022**.

1. Responsibilities and Duties

You shall be responsible for:

- 1.1. Develop sales & acquisition strategy and targets for various products, and be responsible for the country's sales target;
- 1.2. Conduct market & competitive landscape research to gain market insights, identify target merchants and build a sales pipeline;
- 1.3. Design the targets for the sales team, and subsequently lead and drive the team for acquisition efforts to achieve the set targets;
- 1.4. Take ownership of the end-to-end sales process from prospecting, pitching, negotiation, objection handling and winning deals for both inbound and outbound leads;
- 1.5. Work closely and collaborate with other team members to ensure best-in-class end-to-end sales and post-sales service, from sign-up to going live;
- 1.6. Work closely with cross-functional teams including onboarding, marketing, operations, support, etc in the process of your delivery.;
- 1.7. Any other tasks as assigned by the Company.

2. Remuneration

- 2.1. You shall be paid a basic gross salary of [REDACTED] per month, subject to prevailing CPF rates. This is inclusive of the employee's contribution, but not inclusive of the employer's contribution.
- 2.2. You may claim up to [REDACTED] transportation expenses per month for work-related appointments at our restaurant partners' site.
- 2.3. You may claim up to [REDACTED] mobile service subscription expenses per month.
- 2.4. You are entitled to the performance bonus based on the company's target.

3. Other Matters

- 3.1. All other benefits and entitlements e.g. Annual Leave will be ported over and carried on as before.

Thank you for agreeing to step up to the challenge. We look forward to your continued contributions to Oddle!



The Oddle Company Pte Ltd
Reg. No. 201304909H
www.oddle.me

Business Address
71 Ayer Rajah Crescent #01-25
Singapore 139951

Yours Faithfully,

For and on behalf of Oddle Company Pte Ltd

A handwritten signature in black ink, appearing to read "Lim Ze Yan", written over a faint rectangular box.

Lim Ze Yan
CEO
24th January 2022