I am writing a letter of recommendation on behalf of Ben Batten, Vice President of Sales & Marketing at DMTB. I have known Ben for nearly a decade, as he started with DMTB fourteen years ago. When he was hired, he started at the bottom of the business. Over the past fourteen years, Ben has worked hard to learn every aspect of the business, from hiring, training, operations, sales, accounting, etc.

I admire many business qualities that Ben has. He is not afraid to make decisions. He trusts his gut and moves quick, a characteristic that is crucial in the transportation and logistics industry. He understands that to earn in business, you first have to learn. He is always looking for ways to continue his education through the many associations that DMTB is involved in throughout the general business community and through industry specific opportunities.

Ben is a team player. He recognizes that success has to be a team effort, and he works hard to be a leader to his peers at the office. When Ben started, there was no training manual, there were very little processes, and throughout his time and his relationships with staff, Ben has been an integral part of creating these processes that are now necessary due to DMTB’s continued growth.

Ben understands that as you continue to teach, coach and train your employees, the entire organization gets better. He is a good listener, level headed, and sets a good example through his attitude every day.   
  
As a leader in the company, and the head of sales and marketing, Ben values relationships and understands the importance of building and fostering them as they grow. There is no doubt that the rapid growth that DMTB has experienced the past few years was thanks to not only the entire team at DMTB, but especially thanks to Ben’s leadership.

Thank you,

Greg Thompson

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[(515) 988-0743](https://www.google.com/search?q=action+coach+greg+thompson&rlz=1C1JZAP_enUS733US735&oq=action+coach+greg+thompson&aqs=chrome..69i57j0l5.2856j0j7&sourceid=chrome&ie=UTF-8)

[gregthompson@actioncoach.com](mailto:gregthompson@actioncoach.com)