



Certificate of Achievement  
IBM Global Sales School  
Sales Activation

THIS IS TO CERTIFY THAT

*Joao Pedro Silva*

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HAS GRADUATED FROM IBM GLOBAL SALES SCHOOL: SALES ACTIVATION

*15 May 2023*

A stylized, handwritten signature in white ink, appearing to read 'Rob Thomas'.

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SVP, IBM SOFTWARE AND CHIEF COMMERCIAL OFFICER  
Rob Thomas

The IBM logo, consisting of the letters 'IBM' in a bold, white, sans-serif font, with horizontal stripes integrated into the letters.