



# AMARDEEP ANAND

Examiner

DISC Type : sc

Food Safety and Compliance Auditor | FSSC 22000 v6 Internal Auditor at Freelance  
United Kingdom

## Overview

AMARDEEP has no verified overview

### 👉 Personality Overview

Tough To Convince

Status Quo Seeker

Overcautious

They are quite aware of their needs and limitations, so they are unlikely to over-promise. They are thorough and always follow a systematic approach. The only way to convince them is by showing them examples and ample proof.

### 👉 Topics They Care About

AMARDEEP has no verified topics they care about

## Media Appearances

AMARDEEP has no verified media appearances

## Work History

- 1-2026  
Food Safety and Compliance Auditor | FSSC 22000 v6 Internal Auditor at Freelance
- 5-2019 - 5-2025  
Group Executive Chef at Catering establishment
- 4-2017  
Executive Chef at Self employed
- 4-2013 - 1-2021  
Head Chef at Taj
- 4-2009 - 4-2011  
EXECUTIVE CHEF at JAIPUR RESTAURANT

## Education

- 1998 - 2001  
BHM from IHM DELHI(PUSA)
- BHM from ihm jaipur

## More Information

Social Presence :



Prographics :

Exp : **14** Location : **United Kingdom** Job Level : **Junior**

Designation : **Food Safety and Compliance Auditor | FSSC 22000 v6 Internal Auditor at Freelance**

## Insights For Selling To AMARDEEP

### 👉 During A Call Or A Meeting

#### DO's

- First of all, focus on building their confidence by sharing examples, case studies etc.
- Expect them to be slow and cautious, encourage them to ask more questions
- Expect them to be vague in response to your questions, ask firmly and pointedly

#### DONT's

- Don't be very accepting if that is your natural style, stay firm
- Don't use phrases like 'do not worry', 'i promise' etc.
- Don't push them too hard to make fast decisions, give them time

## 👉 When Cold Calling

### Insights

**Pattern Interrupt:** A polite and formal approach, that doesn't sound over-friendly or too aggressive makes it hard for them to say no to you.

**Pace:** Slow down a little bit, especially if you are fast usually. Sound like a 'calming break from the day' person.

**Tone:** Keep your tone calm and soothing, as if you are giving a stranger advice on a critical matter.

**Tactics To Win:** Use of social proof, FOMO, repeating their name

**Mistakes To Avoid:** Strong words, over-confidence, informal language

**Making The Ask:** Formally, respectfully request their time. They find it quite hard to say no (Compared to Dominant or Calculative types for eg)

**Subconscious Driver:** They are change-averse by default. Hence a FOMO laden pitch can jolt them into action.

### Script

**Greeting:** Good morning/evening AMARDEEP, how are you? This is [user\_fname] at [user\_companynamewordstwowords].

**Opener:** You are of course busy, would it be ok for me to take 30 seconds of your time to explain why I have called today?

**Introduction:** My company has built an AI that predicts prospect's personality and behavior so that you can start building trust from the very first second that you meet them.

**Ask:** AMARDEEP, companies like [abc], [xyz] have found it to be invaluable and adopted it already, it would be ok perhaps to put 15 minutes on your calendar to share why this could be valuable for you.

**Close:** If you are a morning person, then how does Tues or Wed look at [time]? And your email ID is [prospect\_email]?

## 👉 When Writing An Email

**Subject:** Precise

*Example: Measurable results', '6.2% more sales' etc.*

**Salutation:** Yes (Something formal)

*Example: Use 'Hi' (along with the first name)*

**Greeting:** Yes (Say something formal/usual)

*Example: Use standard lines, like 'I hope that you are doing well' etc.*

**Emojis/GIFs:**

**Bullet Points:** Recommended

**Closing Line:** Logically summarize/ask

*Example: Something like 'If these points make it clear, shall we speak tomorrow at 11am?'*

**Complimentary Close:** Formal

*Example: Something simple like 'Thanks', 'Regards' etc.*

**Tone of Words:** Objective, informational

**Overall Messaging:** Focused on removing doubts

**Length of Mail:** Medium

*Example: Ideally upto 120-130 words*

## 👉 While Negotiating & Closing

The secret to closing fast with AMARDEEP is

- *Adoption by others is very important to them, followed by confidence in ROI.*

Will you ever get a clear answer from AMARDEEP

- *They are unlikely to say no, it's better to stop yourself once you have exhausted all the options.*

## Insights For Deal Planning

How Fast (Or Slow) Will AMARDEEP Move?

- *They don't like to hasten, so their speed of decision-making may be slow.*

Can AMARDEEP Take Some Risk Or Not?

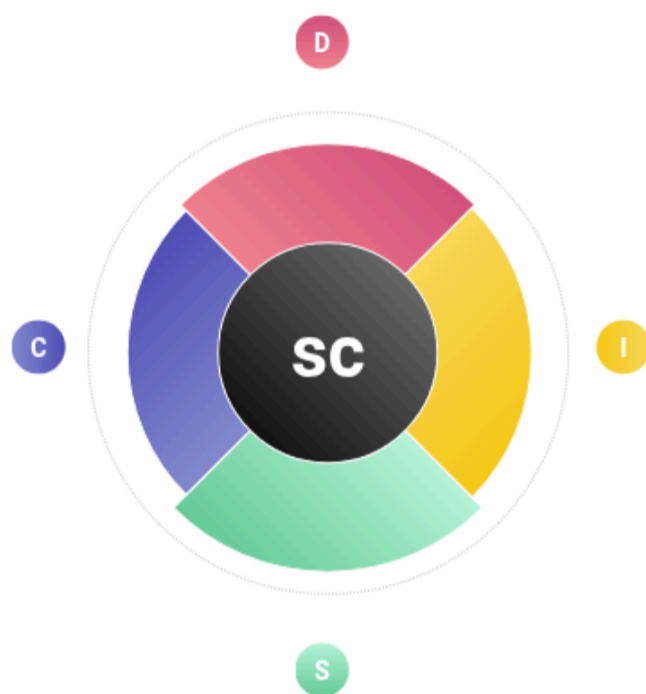
- *They have little willingness to take risks, and prefer making calculated decisions.*

## You And AMARDEEP

### Personality Compatibility

Not enough data to show compatibility comparison

## DISC Profile : AMARDEEP's Key Traits



### STEADINESS

Steadiness(S) reflects the degree to which a person is likely to focus on cooperation, support and taking everyone along. Those scoring high tend to be consistent and calm, are excited about the opportunity to collaborate and partner and could sometimes be indecisive or overly accommodating.

### CALCULATIVENESS

Calculativeness(C) reflects the degree to which a person is likely to be cautious, systematic and analytical. Those scoring high tend to emphasise quality and accuracy, enjoy showing off their expertise or challenging assumptions but can sometimes overanalyze things and be overcritical.