



ABIGAIL WALKER

Enigma
DISC Type : dci

Senior Finance Manager at Honeywell
Beverly Hills, California, United States

Overview

Abigail is a seasoned finance leader, currently serving as a Senior Finance Manager at Honeywell. Her career showcases a consistent progression through roles at both Honeywell and Roche, reflecting deep expertise in financial strategy, analysis, and team leadership. She holds a Masters degree in Finance from the University of Houston.

Her guiding philosophy is that finance should actively influence decisions and drive strategy, not merely report on past performance.

👉 Personality Overview

- Friendly Yet Blunt
- Hard To Convince
- Persuasive & Assertive

They are likely to ask many questions and look heavily for supporting proof as well as information. They can sound friendly and charming but can quickly change gears to become inquisitive and probing. They are generally strong communicators and are not easy to convince.

👉 Topics They Care About

- Financial Strategy**
Believes financial insights should drive action and strategy. Her roles have focused on providing financial advice to support senior management decision-making.
- Cross-Functional Leadership**
Has extensive experience leading and collaborating with cross-functional teams at both Honeywell and Roche to develop and implement financial strategies.
- Budgeting & Cost Control**
Her responsibilities consistently involve overseeing departmental budgets, financial forecasting, and implementing cost control processes to optimize financial performance.

Corporate Finance

[Predicted] Her career progression from analyst to senior manager at major corporations suggests a strong interest in the principles of corporate finance and investment analysis.

Houston Cougars

[Predicted] Likely has an affinity for the University of Houston, where she earned her Master's Degree in Finance.

Minnesota Gophers

[Predicted] May follow her undergraduate alma mater, the University of Minnesota, where she completed her Bachelor's degree.



Media Appearances

Abigail has no verified media appearances

Work History

- 9-2023
Senior Finance Manager at Honeywell
- 11-2019 - 8-2023
Finance Manager at Honeywell
- 9-2018 - 10-2019
Senior Finance Manager at Roche
- 7-2016 - 8-2018
Finance Manager at Roche
- 11-2014 - 6-2016
Senior Financial Analyst at Roche

Education

- Master's Degree from University of Houston
- Bachelor's Degree from University of Minnesota

More Information

Social Presence :



Prographics :

Exp : **13** Location : **Beverly Hills, California, United States** Job Level : **Middle**

Designation : **Senior Finance Manager at Honeywell**

Insights For Selling To Abigail

👉 During A Call Or A Meeting

DO's

- Use phrases like 'clear evidence', 'data-based results' etc.
- Help them realize that any personal risk in making this decision is far less compared to what the results could mean for them
- Use a combination of data as well as stories for your pitch, a ppt might not be necessary

DONT's

- Don't be too objective but make sure to pad your storytelling with data points
- Avoid making offhand commitments, understand the root of their concerns first
- Don't brush off any concerns, take all questions seriously. They are easily deterred

👉 When Cold Calling

Insights

Pattern Interrupt: Confident style, with a mix of informality and formality gets their attention.

Pace: Speak slightly fast. Sound like a 'gets shit done' person.

Tone: Do not sound too eager, as if you have met a friend suddenly after a long time. Keep the tone calm but confident.

Tactics To Win: Strong words, focus on results, respectful confidence

Mistakes To Avoid: Apologizing, nervousness, information overload, social proof

Making The Ask: Confidently, ask for 10-15 minutes. Allude to the results and outcomes that are possible. They care about the ends more than the means.

Subconscious Driver: Results and outcomes are what matter to them. Any credible shot at getting results will appeal to them quickly.

Script

Greeting: Abigail, this is [user_fname] at [user_companynamewordstwowords].

Opener: In 30 seconds if I could share how 100% of your sellers could kick ass this year, can I go for it?

Introduction: We have built an AI that predicts exactly what would matter to your buyer before you even meet them.

Ask: Can I put 15 minutes on your calendar to show you how this changes outcomes for you?

Close: [time1] on [date1] sounds good? Or would you prefer [time2] on [date2]? And [prospect_email] works well?

👉 When Writing An Email

Subject: To the point, measured

Example: Will this work?', '6.2% revenue impact' etc.

Salutation: No

Example: Skip 'Hi', 'Hey' etc., use only the first name

Greeting: No

Example: Skip usual lines like 'I hope you are doing well'

Emojis/GIFs:

Bullet Points: Could use

Closing Line: Clearly state your ask

Example: Something like 'Can we get on a call tomorrow at 1100 hours and finalize this?'

Complimentary Close: None or standard

Example: Something simple like 'Thanks', 'Regards', or nothing at all.

Tone of Words: Confident, direct

Overall Messaging: Focused on measurable results

Length of Mail: Very Short

Example: Less than 100 words

👉 While Negotiating & Closing

The secret to closing fast with Abigail is

- *Proven value, strong objective evidence are important for them, rapport can impact decisions a little.*

Will you ever get a clear answer from Abigail

- *They are practical and friendly, but can give a clear response with a little prodding*

Insights For Deal Planning

How Fast (Or Slow) Will Abigail Move?

- *They like to be detailed, so unless they develop strong conviction, they can take their time to arrive at decisions*

Can Abigail Take Some Risk Or Not?

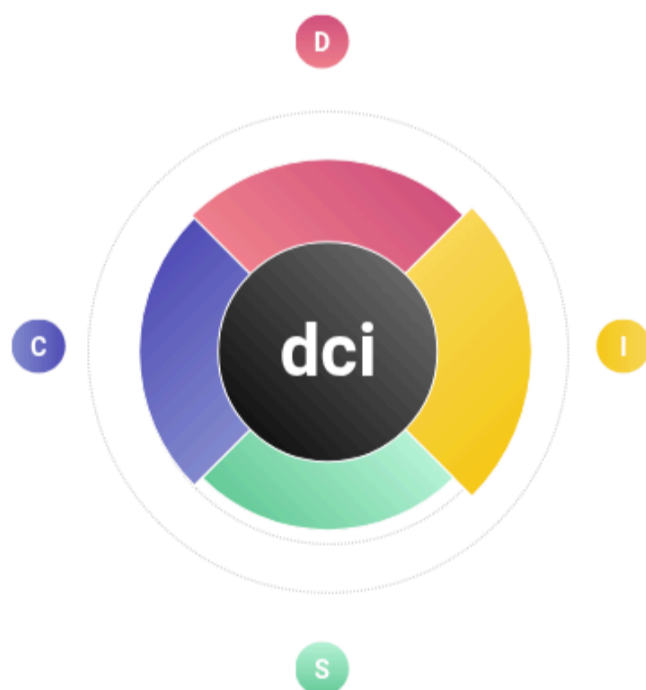
- *They evaluate their decisions systematically and do not take risks that often, unless you can get them to develop strong conviction*

You And Abigail

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Abigail's Key Traits



DOMINANCE

Dominance(D) reflects how goal and task oriented a person is and her ability to accomplish results, irrespective of how demanding the circumstances might be. Those scoring high tend to be motivated by winning, competition and success and can be described as direct, demanding and strong willed.

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.

INFLUENCE

Influence(I) reflects the degree to which a person prefers to work by influencing or persuading others. Those scoring high tend to be people oriented, are motivated by social recognition and building relationships and can be described as warm and enthusiastic in general.