



## ABILASH B

**Editor**  
DISC Type : CS

**Talent Acquisition at Gainwell Technologies**  
Chennai, Tamil Nadu, India

### Overview

Experienced HR professional specializing in Talent Acquisition at Gainwell Technologies. With a Master of Social Work in HR from St Josephs college, he is skilled in full-cycle recruiting, HRIS, and statutory compliance, drawing from experience at both Gainwell and Randstad.

He is passionate about optimizing HR processes and aligning people strategy with business goals. He frequently posts about hiring new talent and encouraging professionals in their job search.

Unique fact: He lists Canva as a key skill, indicating a creative approach to talent acquisition and HR communications.

### Personality Overview

**Sometimes Friendly**

**Skeptic**

**Fact-Driven**

The only way to convince them is by showing them examples and ample proof. They are quite aware of their needs and limitations, so they are unlikely to over-promise. They do not like taking risks at all and go for proven options in the end.

### Topics They Care About

#### **Finding Top Talent**

His role is centered on talent acquisition. He actively shares job openings and posts about connecting skilled candidates with the right opportunities at Gainwell Technologies.

#### **Streamlining HR**

Passionate about optimizing HR processes. His background in HR Operations and HR Information Systems (HRIS) suggests an interest in making human resources functions more efficient.

#### **Supporting Job Seekers**

[Predicted] He uses his platform to amplify opportunities for others and posts encouraging content like "#dontquit", showing a dedication to helping people in their career journeys.

### Creative Recruiting

[Predicted] His proficiency in Canva suggests an interest in creating visually engaging materials to attract candidates, a modern approach in the HR field.

### HR Compliance

His skills include statutory compliance, a critical aspect of HR that ensures business operations adhere to legal and regulatory standards.



## Media Appearances

Abilash has no verified media appearances

## Work History

- 5-2025  
Talent Acquisition at Gainwell Technologies
- 5-2023 - 1-2025  
Human Resources Operations Specialist at Randstad

## Education

- Bsc from Loyola College
- Master of Social Work - MSW from St Joseph's college

## More Information

### Social Presence :



### Prographics :

Exp : 2    Location : **Chennai, Tamil Nadu, India**    Job Level : **N/A**    Designation : **Talent Acquisition at Gainwell Technologies**

## Insights For Selling To Abilash

### 👉 During A Call Or A Meeting

#### DO's

- Share a one-off customer success story but keeps the focus on highlighting objective, numerical results
- Share whitepapers or case studies that showcase measurable results instead of just telling customer stories
- Preferably use email to follow up with them instead of phone or LinkedIn, engage by asking question or opinions

#### DONT's

- Avoid phrases like 'trust me', 'you will just love it' etc.
- Don't overhype the product/pitch, keep it measured
- Avoid emotional and informal language, stay objective and to the point instead

## 👉 When Cold Calling

### Insights

**Pattern Interrupt:** Speaking in a slightly hesitant manner, and seeking their permission at the start through a negation can get you a chance.

**Pace:** Speak slightly fast, especially if you tend to be calm and confident. Sound like a 'knows their domain' person.

**Tone:** Keep your tone slightly apprehensive, as if you are a little unsure about calling them.

**Tactics To Win:** Use of negations, giving full information

**Mistakes To Avoid:** Use of superlatives, overusing social proof

**Making The Ask:** Use negations, it is extra effective with them. It gives them a chance to say no, they like doing that.

**Subconscious Driver:** They believe they know a lot, so it needs to make sense as well as make them curious. They need to think that it is something worth investigation.

### Script

**Greeting:** Hi Abilash, this is [user\_fname] at [user\_companynamefirsttwowords].

**Opener:** You probably don't want to be on this cold call, would it be a problem if I asked for 30 seconds of your time?

**Introduction:** My company has leveraged 30+ years of research to build an AI that can predict anyone's personality, behavior and decision-making style before you even spend a minute with them.

**Ask:** Companies like [abc], [xyz] have been able to move [KPI1] by X% and [KPI2] by Y%. Would it be too much to put 15 minutes on your calendar to share why this could be high ROI for you?

**Close:** Can I suggest [time1] on [date1]? Or would you prefer any other slots? And [prospect\_email] would be the right email ID for you?

## 👉 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 Abilash is

- *Low-risk, adoption by others are very important to them, followed by confidence in ROI.*

Will you ever get a clear answer from Abilash

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

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## Insights For Deal Planning

How Fast (Or Slow) Will Abilash Move?

- *They do not like to rush and therefore can be quite slow in their decision-making.*

Can Abilash Take Some Risk Or Not?

- *They have little risk-appetite and prefer to take measured decisions.*

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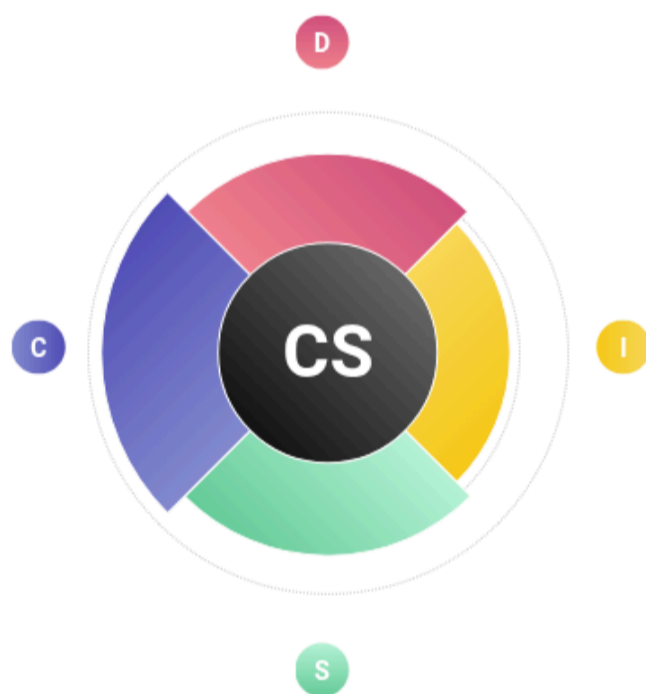
## You And Abilash

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Abilash's Key Traits



### 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.

### 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.