



ADAM G.

Galvanizer
DISC Type : Id

VP, Head of Real Estate Americas at Kering
New York, New York, United States

Overview

Adam has no verified overview

Personality Overview

People-Oriented

Pragmatic

Persuader

They will fight for you if they come to believe in you. A combination of speed and relationship gets the best response from them. They are not against taking risks and can make tough decisions when required.

Topics They Care About

Adam has no verified topics they care about

Media Appearances

Adam has no verified media appearances

Work History

- 8-2022
VP, Head of Real Estate Americas at Kering
- 12-2019 - 8-2022
Head of Global Real Estate at Tory Burch
- 6-2019 - 12-2019
Head of Global Real Estate at Away
- 2-2017 - 5-2019
Real Estate for the Americas at LVMH
- 10-2015 - 12-2016
Director of Real Estate at Apple

Education

- 2000 - 2002
JD from Cardozo School of Law
- 1993 - 1997
BA from Union College
- 1989 - 1993
Education details unavailable from Oyster Bay High School

More Information

Social Presence :



Prographics :

Exp : **18** Location : **New York, New York, United States** Job Level : **Senior**

Designation : **VP, Head of Real Estate Americas at Kering**

Insights For Selling To Adam

👉 During A Call Or A Meeting

DO's

- Appeal to their sense of self-worth and how they will impact their organization
- Take a friendly, informal yet confident approach while pitching
- Talk about other customers and how they have derived value from your product

DONT's

- Do not look like someone who doesn't know what they are talking about
- Don't make promises that are hard to keep
- Don't be excessively objective, focus on building a story first

👉 When Cold Calling

Insights

Pattern Interrupt: Informal style, where you are talking in a friendly & casual manner, with a big smile on makes them want to speak to you.

Pace: Don't be too fast or too slow, stay in the middle. Sound like a 'brings happiness to others' person.

Tone: Speak with high energy and in a personal manner, as if you have met a friend suddenly after a long time.

Tactics To Win: Giving social proof, personal rapport, usage of superlatives, repeating their name.

Mistakes To Avoid: Information overload, use of negations

Making The Ask: Use positivity and/or humor to make the ask. It appeals to them, as if you are bringing a cheer to their day. (Avoid doing this with Dominant or Calculative types)

Subconscious Driver: They are driven by emotion more than any other type. Hence a proposition that excites them will immediately get their attention.

Script

Greeting: Hey Adam, [user_fname] here at [user_companynamewordstwowords] calling you this morning/evening!

Opener: Now I know how much people love cold calls, so how about 30 seconds to tell you what I have for you?

Introduction: We have built an AI that predicts exactly what will build a solid relationship with each prospect before you even spend a minute with them.

Ask: Adam, leaders just like you at companies like [abc], [xyz] have been blown away with what they have seen, why don't we put 15 minutes on your calendar to show you if what I am saying is actually real, yeah?

Close: So morning at around [time] next [tuesday], shall we say? And is it [prospect_email]? Don't want to get that wrong you know!

👉 When Writing An Email

Subject: Exciting, direct

Example: John, quantum jump', 'Is it game over?' etc.

Salutation: No

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

Greeting: No (Or say something unique)

Example: Skip anything, or say something unique like 'What an exciting discussion it's been!'

Emojis/GIFs:

Bullet Points: Could use

Closing Line: Informally state your ask

Example: Something like 'John, if you are on, let's finalize tomorrow?'

Complimentary Close: Unique, casual

Example: Something like 'Looking forward!', 'To new beginnings!' etc.

Tone of Words: Informal, direct

Overall Messaging: Focused on personal achievement

Length of Mail: Short

Example: Ideally upto 100-120 words

👉 While Negotiating & Closing

The secret to closing fast with Adam is

- *Relationship and product conviction matter equally, followed by a sense of achievement.*

Will you ever get a clear answer from Adam

- *If they are not convinced, they will say no though in a friendly way.*

Insights For Deal Planning

How Fast (Or Slow) Will Adam Move?

- *They can reach decisions quickly if they develop trust and confidence in the product.*

Can Adam Take Some Risk Or Not?

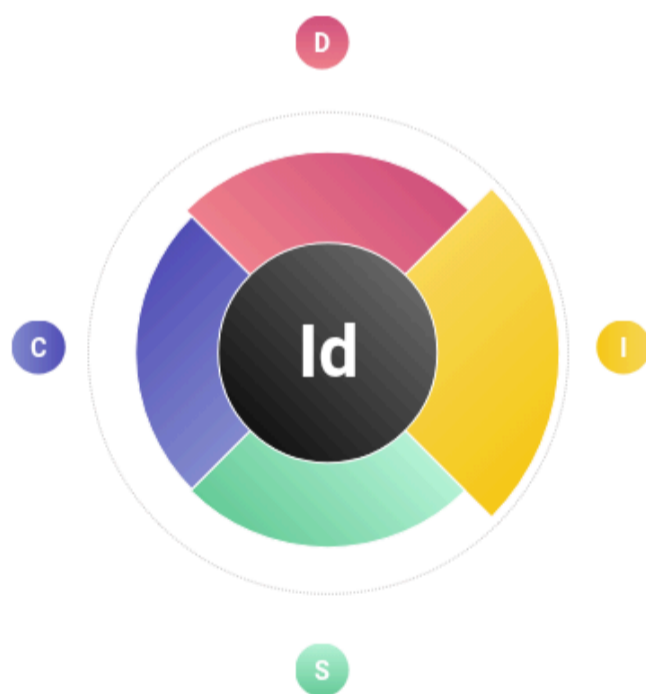
- *If necessary, they will be ready to take risks.*

You And Adam

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Adam's Key Traits



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.

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.