



ADITYA JOSHI

Questioner
DISC Type : c

Vice President at Citi
Toronto, Ontario, Canada

Overview

Aditya Joshi is a Vice President at Citi with extensive experience across Capital Markets and Life Insurance domains. A University of Mumbai alumnus, he specializes in financial data systems, database technologies like Sybase and Oracle, and automation using Python and shell scripting.

Aditya has deep and distinct expertise in two separate complex industries: over eight years in the Life Insurance domain and three years in Capital Markets.

👉 Personality Overview

Systematic **Cautious & Analytical** **Value Seeker**

They prefer to analyze every situation thoroughly. While they don't hesitate to ask questions, they are generally risk-averse and tend to be late adopters. It is quite likely of them to ask for pricing or other concessions.

👉 Topics They Care About

- Financial Data Systems**
His career is centered on developing and managing financial data systems for major financial institutions, utilizing Sybase, Oracle, and SQL Server.
- Legacy System Migration**
He has direct experience in large-scale technical migration projects, specifically moving critical systems from Sybase to MS SQL Server at Citigroup.
- Process Automation**
His profile highlights expertise in automating financial processes using both Python and shell scripting to drive efficiency.
- Insurance Technology**

With over eight years dedicated to the Life Insurance sector, he has a strong background in the specific technical and business needs of this industry.

Large-Scale Team Leadership

He has proven experience in leading large technical teams of 25-30 members, handling everything from project planning to risk mitigation.

Mumbai Indians

[Predicted] Given his education at the University of Mumbai, he may have an affinity for the local Indian Premier League cricket team.



Media Appearances

Aditya has no verified media appearances

Work History

- 10-2025
Vice President at Citi
- 9-2021 - 10-2025
Sr. Technical Programmer at Iris Software Inc. (SSA Infosystems Pvt Ltd)
- 7-2018 - 9-2021
Senior Consultant / Sr. Technical Programmer at Capgemini
- 4-2014 - 7-2018
Senior Consultant / Project Lead at Capgemini
- 11-2009 - 4-2014
Senior Software Engineer at Capgemini

Education

- 6-2006 - 4-2009
Bachelor's degree from University of Mumbai

More Information

Social Presence :



Prographics :

Exp : **16** Location : **Toronto, Ontario, Canada** Job Level : **Senior** Designation : **Vice President at Citi**

Insights For Selling To Aditya

👉 During A Call Or A Meeting

DO's

- Emphasise more on facts and measurable benefits
- Keep some extra margin in hand as they will likely negotiate the pricing
- Back up any claims with data and numbers

DONT's

- Avoid rushing them, be polite and patient
- Don't overhype the product/pitch, keep it measured
- Don't depend too much on anecdotal evidence, it reduces their confidence

👉 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 Aditya, this is [user_fname] at [user_companynamewordstwowords].

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: Objective

Example: Getting personalization right, '40% increase' etc.

Salutation: Yes (Something usual)

Example: Use 'Hi' or only the first name

Greeting: No

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

Emojis/GIFs:

Bullet Points: Recommended

Closing Line: Logically summarize/ask

Example: Something like 'If these points make sense, shall we speak tomorrow?'

Complimentary Close: None or formal

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

Tone of Words: Objective, informational

Overall Messaging: Focused on allaying doubts and ROI

Length of Mail: Short

Example: Ideally upto 100-120 words

👉 While Negotiating & Closing

The secret to closing fast with Aditya is

- Ensuring that the product delivers ROI, cost-effective pricing and process compliance are very important for them.

Will you ever get a clear answer from Aditya

- It doesn't come naturally to them but they can say no if they are not convinced.

Insights For Deal Planning

How Fast (Or Slow) Will Aditya Move?

- If they have the information that they need, they can move fast at making their decisions.

Can Aditya Take Some Risk Or Not?

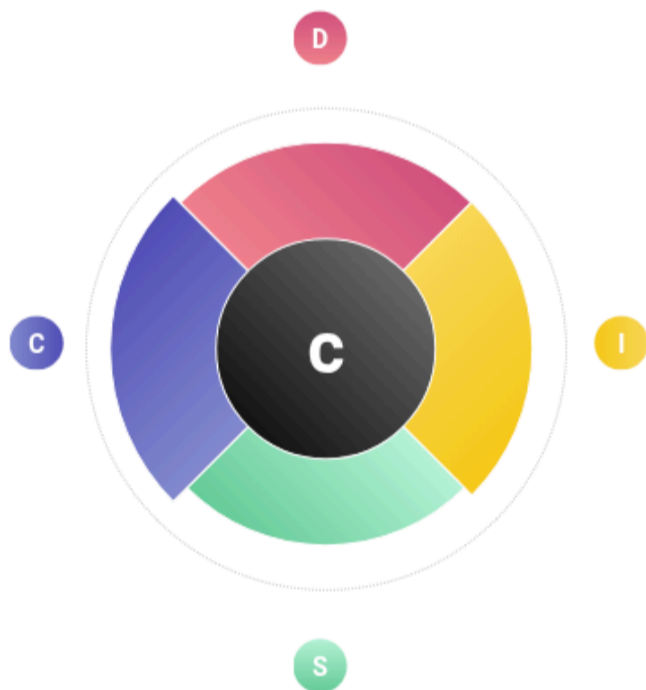
- They can take risk if they are convinced that they have analyzed the circumstances well.

You And Aditya

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Aditya'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.