



AHZAM M.

Commander
DISC Type : D

Solicitor at Eastman Solicitors
London, England, United Kingdom

Overview

Ahzam has no verified overview

Personality Overview

Candid & Clear

Impact-Driven

Strong-Willed

They respond better to strong and respectful interactions. They are less concerned about the product and more about its potential impact. They like to stay in control of the negotiation or defining of the terms.

Topics They Care About

Ahzam has no verified topics they care about

Media Appearances

Ahzam has no verified media appearances

Work History

- 4-2026
Solicitor at Eastman Solicitors
- 10-2023 - 9-2024
Programme Representative at University of Edinburgh Law School
- 2-2022
Advocate at High Court of Bombay
- 6-2021 - 1-2022
Associate at Adab Singh Kapoor & Associates
- 1-2021 - 5-2021
Trainee Associate at Adab Singh Kapoor & Associates

Education

- 9-2023 - 9-2024
Master of Laws - LLM from University of Edinburgh Law School
- 2020 - 2021
Post Graduate Diploma in Alternative Dispute Resolution Laws from National Academy of Legal Studies & Research (NALSAR) University Hyderabad

More Information

Social Presence :



Prographics :

Exp : 3 Location : **London, England, United Kingdom** Job Level : **N/A** Designation : **Solicitor at Eastman Solicitors**

Insights For Selling To Ahzam

👉 During A Call Or A Meeting

DO's

- Refer to testimonials from well-known industry leaders
- When negotiating terms, help them build an impression that they are the ones calling the shots
- Hold your ground without indulging in one-upmanship

DONT's

- Don't be in a rush to invite them for a social meet and greet
- Do not hesitate from asking counter questions, just avoid challenging their authority
- Don't try too hard to forge relationships with them

👉 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: Ahzam, 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

Example: Personalization', 'Sales conversion' etc.

Salutation: No

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

Greeting: No

Example: Skip 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: Skip 'Warm regards', 'Best wishes' etc., just write your name

Tone of Words: Confident, challenging

Overall Messaging: Focused on results

Length of Mail: Very Short

Example: Less than 75 words

👉 While Negotiating & Closing

The secret to closing fast with Ahzam is

- *Conviction around the impact matters the most to them, followed by a sense of achievement and ROI.*

Will you ever get a clear answer from Ahzam

- *If they are not convinced, they will say no without any hesitation.*

Insights For Deal Planning

How Fast (Or Slow) Will Ahzam Move?

- *If convinced, they can reach decisions quite fast.*

Can Ahzam Take Some Risk Or Not?

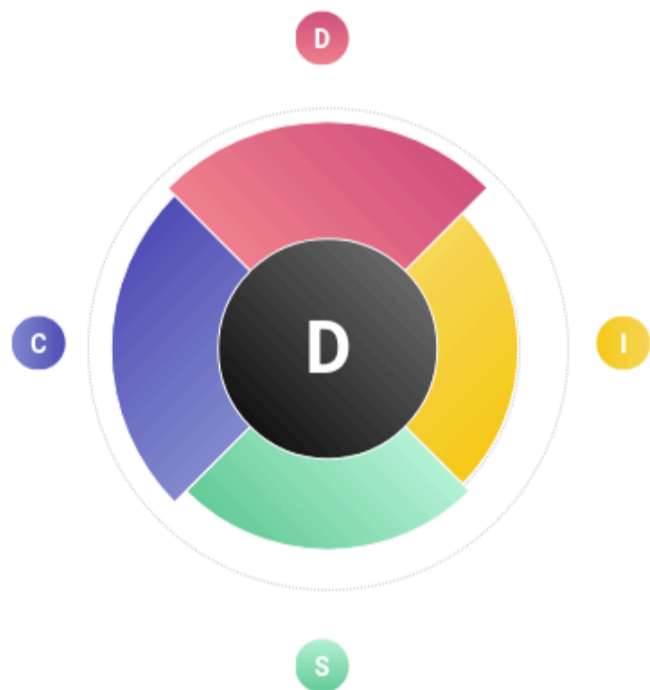
- *They do not shy away from taking risks, but can be quite binary about them.*

You And Ahzam

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Ahzam'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.