



# AJAY KUMAR K

**Observer**  
DISC Type : ci

**ServiceNow Consultant at SS&C Technologies**  
Sharon, Massachusetts, United States

## Overview

Ajay has no verified overview

### 👉 Personality Overview

Example Seeker   Value Driven   Curious

They often ask many questions and rely heavily on information and documentation. They can sound friendly and charming but can quickly change gears to become inquisitive and probing. They are generally good communicators and can be hard to convince.

### 👉 Topics They Care About

Ajay has no verified topics they care about

## Media Appearances

Ajay has no verified media appearances

## Work History

- 9-2025  
ServiceNow Consultant at SS&C Technologies
- 3-2022 - 3-2025  
Senior ServiceNow Developer at SS&C Technologies
- 8-2021 - 3-2022  
ServiceNow Developer at Qualcomm
- 2-2017 - 8-2021  
Senior Software Engineer at ATMECS Technologies Pvt Ltd
- 2-2014 - 8-2016  
Software Engineer at Loyalty Methods

## Education

- 2002 - 2006  
B.E from Anna University Chennai
- Education details unavailable from St Anns High School

## More Information

Social Presence :



Prographics :

Exp : **11** Location : **Sharon, Massachusetts, United States** Job Level : **Mid-senior**

Designation : **ServiceNow Consultant at SS&C Technologies**

## Insights For Selling To Ajay Kumar

### 👉 During A Call Or A Meeting

#### DO's

- Use phrases like 'clear proof that', 'data shows' etc.
- Help them understand the risk aspect fully while inspiring confidence
- Be prepared for a lot of questions, answer them objectively

#### DONT's

- Don't brush off any concerns, take all questions seriously
- Avoid making offhand commitments
- Don't be too objective but make sure to pad your storytelling with data points

## 👉 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 Ajay Kumar, 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:** Exciting but objective

*Example: Making it personalized', 'Changing how to sell' etc.*

**Salutation:** Yes ( Something usual)

*Example: Use 'Hi' (along with the first name)*

**Greeting:** No

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

**Emojis/GIFs:**

**Bullet Points:** Could use

**Closing Line:** Logically summarize, keep high energy

*Example: Something like 'If these points make it clear, lets wrap this up at 11am?'*

**Complimentary Close:** Unique or standard

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

**Tone of Words:** Confident, informational

**Overall Messaging:** Focused on generating excitement while staying objective

**Length of Mail:** Medium

*Example: Ideally upto 120-130 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Ajay Kumar is

- *Clear proof of product value matters to them, followed by others' testimonials and rapport.*

Will you ever get a clear answer from Ajay Kumar

- *They are practical and friendly, don't expect a clear-cut response often.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Ajay Kumar Move?

- *They like to perform full analysis and can take time to make any decision.*

Can Ajay Kumar Take Some Risk Or Not?

- *They systematically evaluate all decisions and are unlikely to take many risks.*

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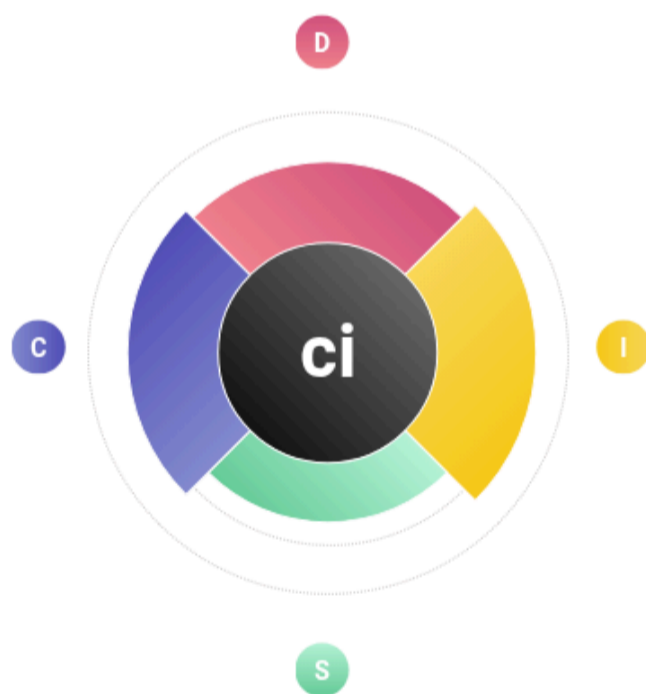
## You And Ajay Kumar

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Ajay Kumar'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.

### 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.