



## ALAN CARROLL

**Enthusiast**  
DISC Type : i

**Head of IT Infrastructure and Security at Ding**  
Dublin, County Dublin, Ireland

### Overview

Alan Carroll serves as the Head of IT Infrastructure and Security at Ding, where he leverages his expertise in security, optimization, and cost efficiency. A graduate of Dublin City University, he is an experienced IT strategist with strong leadership and mentoring capabilities.

He has built a significant career at Ding, progressing through at least five different leadership roles within the company's IT department, demonstrating notable loyalty and professional growth.

### Personality Overview

**Amiable & Agreeable**

**Optimistic**

**Story Driven**

They are generally friendly, so be careful when relying on their word. Unlike D or C types, they are convinced more by stories and testimonials. They are more about building relationships than just cutting deals.

### Topics They Care About

#### **IT Infrastructure Strategy**

His entire senior career has been focused on managing and advancing IT infrastructure and technical operations within Ding.

#### **IT Security**

Security is a core component of his current role and a stated focus in his professional strategy, centered on delivering innovative and secure projects.

#### **Leadership Development**

He has shown a direct interest in enhancing management skills by actively participating in and promoting leadership development programs for his team.

#### **Cost Optimization**

His professional summary highlights a specific focus on delivering projects with an emphasis on cost efficiency, a key priority in infrastructure management.

### Dublin GAA

[Predicted] Based on his education at Dublin City University and long-term career in Dublin, he may follow local Gaelic football or hurling teams.



## Media Appearances

Alan has no verified media appearances

## Work History

- 3-2023  
Head of IT Infrastructure and Security at Ding
- 9-2020 - 3-2023  
Head of IT Infrastructure and Technical Operations at Ding
- 3-2018 - 9-2020  
Information Technology Operations Manager at Ding
- 8-2016 - 3-2018  
IT Operations & Customer Operations Manager at Ding
- 11-2012 - 8-2016  
NOC & IT Support Manager at Ding

## Education

- 1999 - 2003  
Bachelor's degree from Dublin City University

## More Information

### Social Presence :



### Prographics :

Exp : **24** Location : **Dublin, County Dublin, Ireland** Job Level : **Mid-senior**

Designation : **Head of IT Infrastructure and Security at Ding**

# Insights For Selling To Alan

## 👉 During A Call Or A Meeting

### DO's

- Ask them how their day is going or exchange some other pleasantries
- Maintain high, positive energy and convey confidence
- Speak from experience about success that the product has seen with other customers

### DONT's

- Don't push them for a direct 'no', take lack of 'yes' as 'no' after some time
- Don't ask too many questions in one go, weave them into the flow
- Don't be too formal with them, they trust informality more

## 👉 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 Alan, [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:** Alan, 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:** Personalized, catchy

*Example: John, is this interesting?', 'Increasing sales conversion, together!' etc.*

**Salutation:** Yes (Something casual)

*Example: Use 'Hi', 'Hey' etc. (along with the first name)*

**Greeting:** Yes (Say something interesting/unusual)

*Example: Use unusual lines, like 'This has been quite a week', 'What a game yesterday' etc.*

**Emojis/GIFs:**

**Bullet Points:** Avoid

**Closing Line:** Build excitement

*Example: Something like 'So John, lets get the ball rolling?'*

**Complimentary Close:** Unique, pleasant

*Example: Something like 'Excited!', 'To a great partnership!' etc.*

**Tone of Words:** Friendly, first-person

**Overall Messaging:** Focused on the person and relationship

**Length of Mail:** Long

*Example: Maximum upto 150 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Alan is

- *Relationships and rapport matter to them, but so does the value of the product.*

Will you ever get a clear answer from Alan

- *They will hardly ever say a direct no.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Alan Move?

- *Even when they are constantly engaged, they do not reach decisions quickly.*

Can Alan Take Some Risk Or Not?

- *If it seems really necessary, they can take small risks.*

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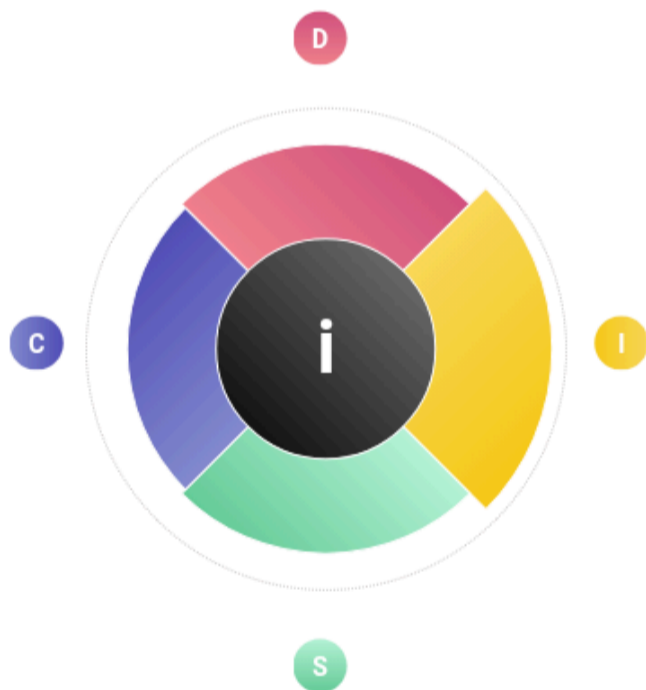
## You And Alan

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Alan'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.