



ALEX DENTON

Judge
DISC Type : Dc

Team Leader at CBW Staffing Solutions
Dartford, England, United Kingdom

Overview

Alex Denton is a Team Leader at CBW Staffing Solutions, where he manages a team of six focused on engineering recruitment. A graduate of the University of Kent, he holds a Level 3 Award in Leadership & Management and has a strong track record of personal and team performance.

Outside of his direct role, Alex values team success and morale, publicly celebrating milestones and the hard work of his colleagues. He has also expressed a professional interest in organizations like the Royal Navy and the global real estate services company, CBRE.

Alex was named the top permanent biller three years in a row (2023-2025) and received the "Directors star" award in 2023 and 2024.

Personality Overview

Quality Focused Features Driven Demanding

More than the product, they care about the effectiveness of the product. They like to be in a position where they can control the conversation and terms. They respond well to strong and respectful communication.

Topics They Care About

- Engineering Recruitment**
He consistently posts job openings for electrical and mechanical maintenance engineers, focusing on the facilities management and commercial property sectors in London.
- Team Leadership**
He manages a team of six and holds a certification in Leadership & Management, demonstrating a focus on developing talent and achieving team-based goals.
- Celebrating Success**
He recently posted about his team's "huge Q1", indicating he values recognizing and celebrating strong performance and hard work within his team.

Career Progression

He has progressed through five roles within CBW Staffing Solutions, from Candidate Manager to Team Leader, showing a belief in internal growth.

Facilities Management

[Predicted] His recruitment efforts are heavily concentrated on placing engineers within FM service providers for commercial buildings, suggesting deep industry knowledge.



Media Appearances

Alex has no verified media appearances

Work History

- 8-2025
Team Leader at CBW Staffing Solutions
- 10-2024 - 8-2025
Principal Recruitment Consultant at CBW Staffing Solutions
- 2-2024 - 10-2024
Senior Recruitment Consultant at CBW Staffing Solutions
- 2-2022 - 2-2024
Recruitment Consultant at CBW Staffing Solutions
- 6-2021 - 2-2022
Candidate Manager at CBW Staffing Solutions

Education

- 2016 - 2019
Bachelor of Applied Science - BASc from University of Kent
- 2013 - 2016
International Baccalaureate from Dartford Grammar School

More Information

Social Presence :



Prographics :

Exp : **11** Location : **Dartford, England, United Kingdom** Job Level : **Mid-senior**

Designation : **Team Leader at CBW Staffing Solutions**

Insights For Selling To Alex

👉 During A Call Or A Meeting

DO's

- Refer to testimonials from well-known industry leaders
- Speak about competitive differentiation that your product offers
- Get to the point quickly instead of spending time doing small talk

DONT's

- Do not back off when challenged, respond with a confident, objective answer instead
- Avoid being a storyteller and don't try to oversell
- Do not hesitate from asking counter questions, just avoid challenging their authority

👉 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: Alex, 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, measured

Example: Will this work?', '6.2% revenue impact' etc.

Salutation: No

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

Greeting: No

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

Tone of Words: Confident, direct

Overall Messaging: Focused on measurable results

Length of Mail: Very Short

Example: Less than 100 words

👉 While Negotiating & Closing

The secret to closing fast with Alex is

- *Confidence in impact is paramount to them, followed by a sense of achievement and ROI.*

Will you ever get a clear answer from Alex

- *If they are not convinced, they will have no hesitation in telling you the same.*

Insights For Deal Planning

How Fast (Or Slow) Will Alex Move?

- *They can take decisions very fast if you manage to convince them.*

Can Alex Take Some Risk Or Not?

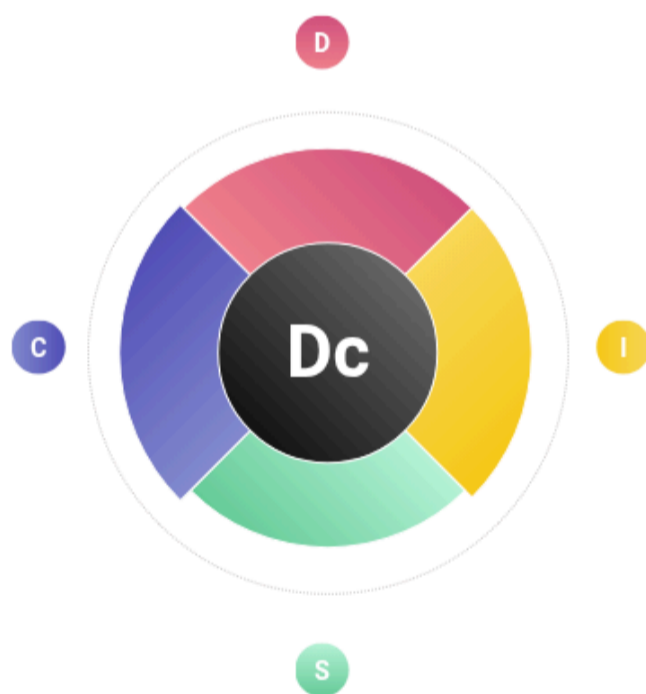
- *The risks don't matter much to them.*

You And Alex

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Alex'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.

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.