



# ALEXANDRE GUALBERTO

**Critic**  
DISC Type : C

**Risk Solutions Developer at QI Tech**  
São Paulo, São Paulo, Brazil

## Overview

Alexandre has no verified overview

### 👉 Personality Overview

**Information Seeker**      **Objective Thinker**      **ROI Driven**

They don't appreciate bells and whistles unless backed by data. They like to take decisions independently and do not seek others' support often. They prefer to analyze logically and value objective facts over emotions.

### 👉 Topics They Care About

Alexandre has no verified topics they care about

## Media Appearances

Alexandre has no verified media appearances

## Work History

- 7-2025  
Risk Solutions Developer at QI Tech
- 4-2025 - 7-2025  
Data Scientist at Visagio
- 3-2025 - 4-2025  
Data Scientist at Sankhya Gestão de Negócios
- 10-2024 - 3-2025  
President at Panda UFSCar
- 9-2024 - 3-2025  
Data Science Intern at Sankhya Gestão de Negócios

## Education

- Mestrado from USP - Universidade de São Paulo
- 3-2020 - 3-2025  
Bacharelado em Engenharia de Computação from UFSCar - Universidade Federal de São Carlos

## More Information

Social Presence :



Prographics :

Exp : 2 Location : **São Paulo, São Paulo, Brazil** Job Level : **N/A** Designation : **Risk Solutions Developer at QI Tech**

## Insights For Selling To Alexandre

### 👉 During A Call Or A Meeting

#### DO's

- Be formal and objective, they will appreciate it more
- Be ready for penetrating questions and critical examination of your pitch
- Be ready to answer many clarity-seeking questions and requests for information

#### DONT's

- Don't give superficial answers, they are easily rattled by them
- Don't rush them till they have clearly gotten all the necessary information
- Do not use very emotional or colorful language

## 👉 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 Alexandre, 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 Alexandre is

- *Proof of ROI, low pricing and objective proof points are the important factors for them.*

Will you ever get a clear answer from Alexandre

- *They do not mind saying no if they believe that it is the right decision.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Alexandre Move?

- *They are neither the fastest nor the slowest decision makers, they are somewhere in the middle.*

Can Alexandre Take Some Risk Or Not?

- *They can bear some risk if their analysis backs the decision.*

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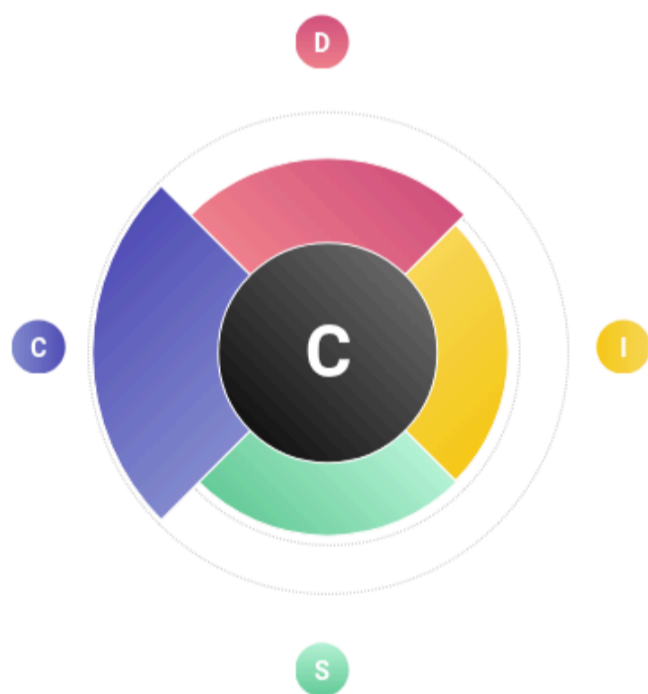
## You And Alexandre

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Alexandre'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.