



# ALLISON WHITCOMB

**Inspirer**  
DISC Type : id

**Customer Success Manager at Misen**  
Phoenix, Arizona, United States

## Overview

Allison has no verified overview

### 👉 Personality Overview

Achievment Oriented      Decisive      Confident & Optimistic

They usually prefer to drive the conversation. They don't mind taking a stand if they believe in something. They respond well to objective pitches but also attach some value to relationships.

### 👉 Topics They Care About

Allison has no verified topics they care about

## Media Appearances

Allison has no verified media appearances

## Work History

- 10-2023  
Customer Success Manager at Misen
- 10-2021 - 9-2023  
CX Lead at Neighbor
- 1-2021 - 10-2021  
Associate Product Manager at Carvana
- 3-2020 - 1-2021  
Senior Flex Team Lead at Carvana
- 9-2018 - 1-2021  
CX Team Lead at Carvana

## Education

- 2014 - 2019  
Bachelor's degree from Arizona State University
- 8-2011 - 5-2014  
Associate's degree from College of DuPage

## More Information

Social Presence :



Prographics :

Exp : 9 Location : **Phoenix, Arizona, United States** Job Level : **Middle** Designation : **Customer Success Manager at Misen**

## Insights For Selling To Allison

### 👉 During A Call Or A Meeting

#### DO's

- Refer to testimonials from well known people to highlight the value of your product
- Focus on the big picture and the strategic value of your product
- Look like someone who is on top of their game

#### DONT's

- Don't be too verbose or overly friendly; a little bit, however, is fine
- Don't be very informal even if they are being so themselves
- Don't keep repeating the same information, it could make them impatient

## 👉 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 Allison, [user\_fname] here at [user\_companynamefirsttwowords] 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:** Allison, 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:** Exciting, direct

*Example: John, quantum jump', 'Is it game over?' etc.*

**Salutation:** No

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

**Greeting:** No (Or say something unique)

*Example: Skip anything, or say something unique like 'What an exciting discussion it's been!'*

**Emojis/GIFs:**

**Bullet Points:** Could use

**Closing Line:** Informally state your ask

*Example: Something like 'John, if you are on, let's finalize tomorrow?'*

**Complimentary Close:** Unique, casual

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

**Tone of Words:** Informal, direct

**Overall Messaging:** Focused on personal achievement

**Length of Mail:** Short

*Example: Ideally upto 100-120 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Allison is

- *Confidence in the product's value is critical, followed by relationship and a sense of achievement.*

Will you ever get a clear answer from Allison

- *They will not hesitate to say no if they do not develop conviction.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Allison Move?

- *If they develop confidence in your product and you, then they can make fast decisions.*

Can Allison Take Some Risk Or Not?

- *If necessary, they have the ability to take risky decisions.*

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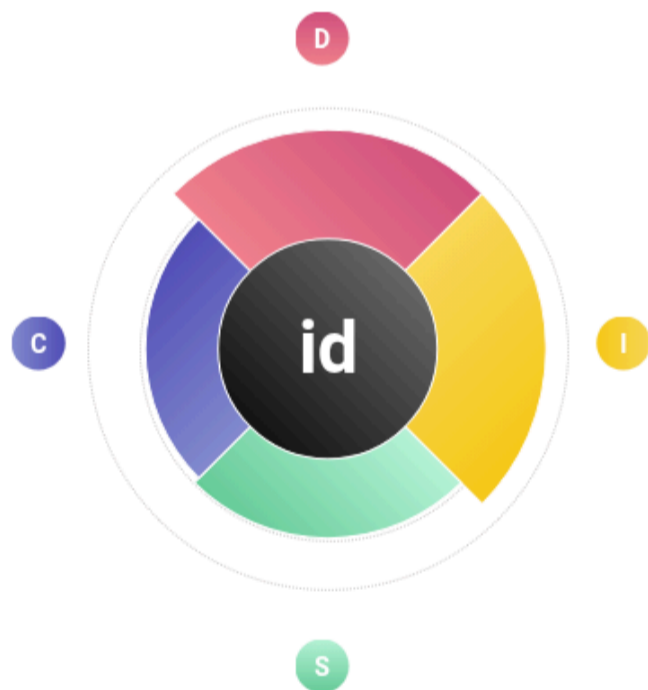
## You And Allison

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Allison'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.

### 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.