



AMANDA MORIUCHI

Go-getter
DISC Type : d

CEO at AppIt Ventures
Denver Metropolitan Area, United States

Overview

Amanda has no verified overview

👉 Personality Overview

Fast-Paced Vision Oriented Challenger

They focus on objectivity in a pitch and pay little attention to bells and whistles. They respond well to confident salespeople. They don't always try to control the conversation but neither do they like yielding it fully.

👉 Topics They Care About

Amanda has no verified topics they care about

Media Appearances

Amanda has no verified media appearances

Work History

- 12-2017
CEO at AppIt Ventures
- 1-2016 - 12-2017
Director Of Business Development at Sandler Training
- 11-2010 - 12-2015
Director Of Business Development at Amadeus Consulting
- 6-2005 - 4-2009
Sales Associate at Pulte Homes

Education

- 2001 - 2005
Bachelor of Science from University of Colorado Boulder

More Information

Social Presence :



Prographics :

Exp : 19 Location : **Denver Metropolitan Area, United States** Job Level : **Leadership** Designation : **CEO at Applt Ventures**

Insights For Selling To Amanda

👉 During A Call Or A Meeting

DO's

- Refer to testimonials from others in similar positions
- Stress on the business value that your product offers
- Make sure that they have the necessary authority, they could present false stature sometimes

DONT's

- Refrain from asking too many questions
- Don't try to be an alpha salesperson, give them equal space
- Don't try too hard to get friendly, let it happen with time

👉 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: Amanda, 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

Example: Personalization', 'Sales conversion' etc.

Salutation: No

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

Greeting: No

Example: Skip 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: Skip 'Warm regards', 'Best wishes' etc., just write your name

Tone of Words: Confident, challenging

Overall Messaging: Focused on results

Length of Mail: Very Short

Example: Less than 75 words

👉 While Negotiating & Closing

The secret to closing fast with Amanda is

- *Conviction in the product matters to them, followed by proof points and strong testimonials.*

Will you ever get a clear answer from Amanda

- *They may not be very forthcoming, but they will say no if needed.*

Insights For Deal Planning

How Fast (Or Slow) Will Amanda Move?

- *Their decision making speed is somewhere in the middle.*

Can Amanda Take Some Risk Or Not?

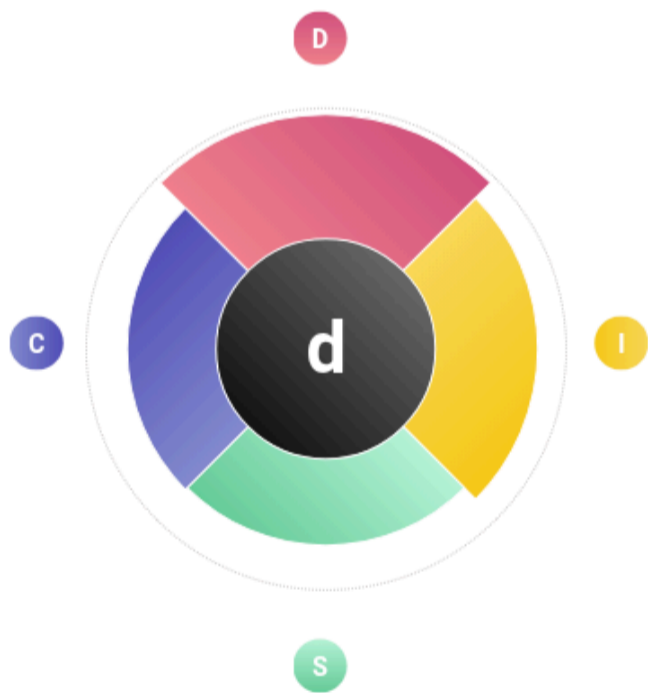
- *They can take risks but after weighing up the pros and cons.*

You And Amanda

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Amanda'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.