



# ANDREW BARELLI

**Energizer**  
DISC Type : I

**Head of US First Line Risk @ Revolut at Revolut**  
New York, New York, United States

## Overview

Andrew has no verified overview

### 👉 Personality Overview

Big Picture Person    Imaginative    Believer

They are not always early adopters but can be persuaded by leveraging strong relationships. They are always positive and upbeat, so take their promises with a pinch of salt. They are really good at seeing what the long-term impacts of their decisions could be.

### 👉 Topics They Care About

Andrew has no verified topics they care about

## Media Appearances

Andrew has no verified media appearances

## Work History

- 10-2024  
Head of US First Line Risk @ Revolut at Revolut
- 1-2024 - 10-2024  
Adjunct Professor - Department of Physics at Wake Forest University
- 7-2021 - 10-2024  
Senior Enterprise Risk Manager at Revolut
- 2-2019 - 6-2021  
Portfolio & Risk Technologies at Bloomberg LP
- 5-2017 - 1-2019  
Account Manager at Bloomberg LP

## Education

- 2020 - 2021  
Master of Science - MS from NYU Stern School of Business
- 2012 - 2015  
Bachelor's degree (With Honors) from Wake Forest University

## More Information

Social Presence :



Prographics :

Exp : **12** Location : **New York, New York, United States** Job Level : **Mid-senior**

Designation : **Head of US First Line Risk @ Revolut at Revolut**

## Insights For Selling To Andrew

### 👉 During A Call Or A Meeting

#### DO's

- Speak enthusiastically with energy, maintain a clear and confident tone
- Use adjectives like 'amazing', 'coolest', 'unbelievable' etc.
- Talk anecdotally about the customer experience that your product offers

#### DONT's

- Avoid overloading them with too much detail
- Don't push them to make a decision too fast, let them get comfortable first
- Don't assume a yes just because they have not said no

## 👉 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 Andrew, [user\_fname] here at [user\_companynamewithfirsttwowords] 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:** Andrew, 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 Andrew is

- *Relationship and rapport can play an important role, sometimes more than the other factors.*

Will you ever get a clear answer from Andrew

- *They will probably never say no directly, you have to make that decision yourself.*

---

## Insights For Deal Planning

How Fast (Or Slow) Will Andrew Move?

- *They are not the quickest decision makers, their friendly attitude could be misleading.*

Can Andrew Take Some Risk Or Not?

- *They can take certain risks that are unlikely to have personal consequences.*

---

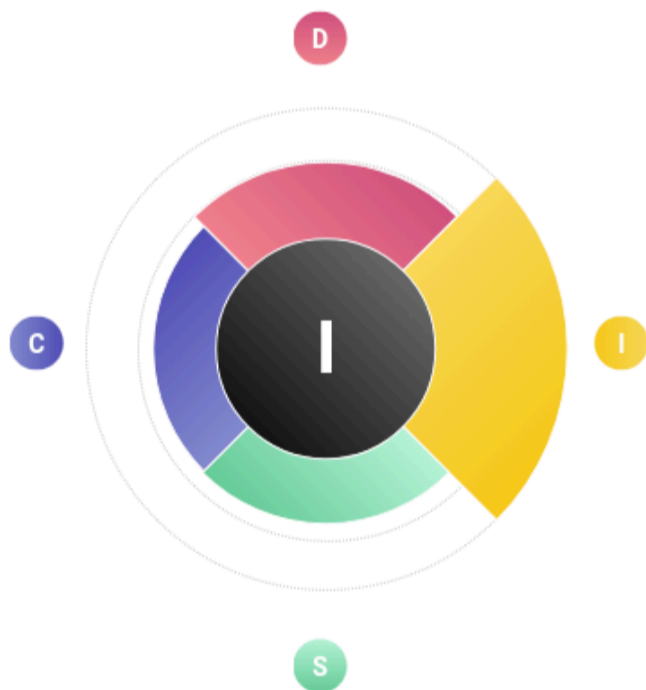
## You And Andrew

### Personality Compatibility

Not enough data to show compatibility comparison

---

## DISC Profile : Andrew'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.