



# ANDY R.

**Inquirer**  
DISC Type : dc

**Cofounder & CTPO at Stealth Mode Startup Company**  
London, England, United Kingdom

## Overview

Andy has no verified overview

### 👉 Personality Overview

Hard To Convince    Demanding    Judgemental

They don't always try to control the conversation but neither do they like yielding it fully. They focus on objectivity in a pitch and pay little attention to bells and whistles. They can be nudged to make faster decisions by offering what they value.

### 👉 Topics They Care About

Andy has no verified topics they care about

## Media Appearances

Andy has no verified media appearances

## Work History

- 9-2025  
Cofounder & CTPO at Stealth Mode Startup Company
- 6-2023 - 9-2025  
Director - AI Center Of Excellence at Checkout.com
- 8-2014 - 6-2023  
Executive Director, Technology at JPMorganChase
- 8-2004 - 8-2014  
Executive Director, Technology at Goldman Sachs

## Education

- Bachelor's Degree from The Manchester Metropolitan University

## More Information

### Social Presence :





## Prographics :

Exp : **21** Location : **London, England, United Kingdom** Job Level : **Leadership**

Designation : **Cofounder & CTPO at Stealth Mode Startup Company**

## Insights For Selling To Andy

### 👉 During A Call Or A Meeting

#### DO's

- Get to the point quickly instead of spending too much time on pleasantries
- Stress on the business value that your product offers
- Make sure that you you respond to any queries from them quickly

#### DONT's

- Do not give up if they are not convinced, try again with a different approach
- Avoid repeating yourself or making generalizations
- Refrain from asking too many questions

## 👉 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:** Andy, 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 Andy is

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

Will you ever get a clear answer from Andy

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

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## Insights For Deal Planning

How Fast (Or Slow) Will Andy Move?

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

Can Andy Take Some Risk Or Not?

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

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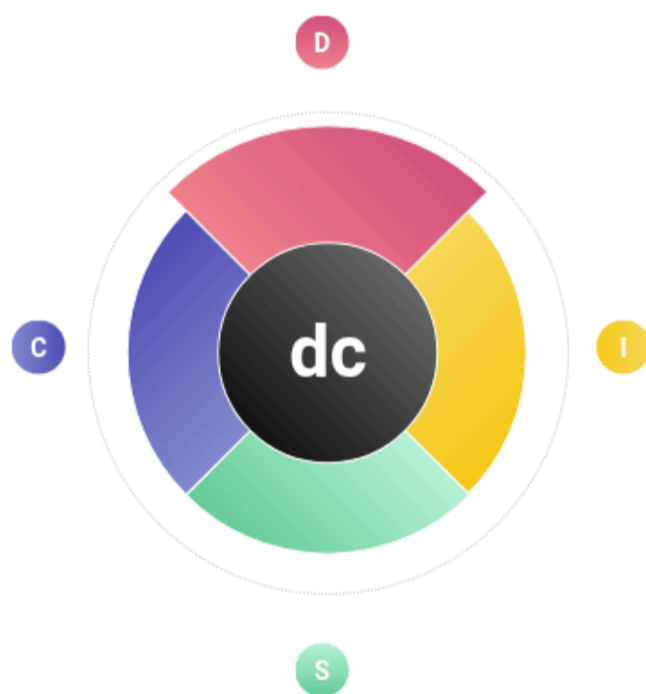
## You And Andy

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Andy'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.