



ANDY SULLIVAN

Wildcard
DISC Type : sci

Vice President, Channel Sales at Bottomline
Andover, Massachusetts, United States

Overview

Andy has no verified overview

👉 Personality Overview

Friendly But Slow ROI Driven Requires Proof

They are often friendly and nice, but can sometimes surprise you with their piercing questions. They are unlikely to ever become strong champions even when the conversations are going well; you should focus on cultivating other champions. They typically tend to be late adopters even when they seem friendly and excited about what you have to sell.

👉 Topics They Care About

Andy has no verified topics they care about

Media Appearances

Andy has no verified media appearances

Work History

- 12-2023
Vice President, Channel Sales at Bottomline
- 10-2020 - 11-2023
Senior Director of Channel Sales at Bottomline
- 9-2019 - 10-2020
Manager of Business Development Global Corporate Services at American Express
- 12-2011 - 9-2019
American Express Business Consultant at American Express
- 7-2009 - 12-2011
Account Executive at William Gallagher Associates

Education

- 1996 - 2000
BA from Boston College
- 2019 - 2019
Leadership Excellence from Harvard Business School

More Information

Social Presence :



Prographics :

Exp : **24** Location : **Andover, Massachusetts, United States** Job Level : **Senior**

Designation : **Vice President, Channel Sales at Bottomline**

Insights For Selling To Andy

👉 During A Call Or A Meeting

DO's

- Be prepared for a lot of questions, answer them objectively
- Invite them for a social do but don't rely solely on the relationship
- Persuade objectively how your product will help them achieve their goals

DONT's

- Do not sound overly eager, modulate your energy levels especially if you are generally enthusiastic
- Don't overhype the product/pitch, keep it measured
- Avoid winging it with them particularly, answer a question only if you know the answer well

👉 When Cold Calling

Insights

Pattern Interrupt: A polite and formal approach, that doesn't sound over-friendly or too aggressive makes it hard for them to say no to you.

Pace: Slow down a little bit, especially if you are fast usually. Sound like a 'calming break from the day' person.

Tone: Keep your tone calm and soothing, as if you are giving a stranger advice on a critical matter.

Tactics To Win: Use of social proof, FOMO, repeating their name

Mistakes To Avoid: Strong words, over-confidence, informal language

Making The Ask: Formally, respectfully request their time. They find it quite hard to say no (Compared to Dominant or Calculative types for eg)

Subconscious Driver: They are change-averse by default. Hence a FOMO laden pitch can jolt them into action.

Script

Greeting: Good morning/evening Andy, how are you? This is [user_fname] at [user_companynamewithfirsttwowords].

Opener: You are of course busy, would it be ok for me to take 30 seconds of your time to explain why I have called today?

Introduction: My company has built an AI that predicts prospect's personality and behavior so that you can start building trust from the very first second that you meet them.

Ask: Andy, companies like [abc], [xyz] have found it to be invaluable and adopted it already, it would be ok perhaps to put 15 minutes on your calendar to share why this could be valuable for you.

Close: If you are a morning person, then how does Tues or Wed look at [time]? And your email ID is [prospect_email]?

👉 When Writing An Email

Subject: Precise

Example: Measurable results', '6.2% more sales' etc.

Salutation: Yes (Something formal)

Example: Use 'Hi' (along with the first name)

Greeting: Yes (Say something formal/usual)

Example: Use standard lines, like 'I hope that you are doing well' etc.

Emojis/GIFs:

Bullet Points: Recommended

Closing Line: Logically summarize/ask

Example: Something like 'If these points make it clear, shall we speak tomorrow at 11am?'

Complimentary Close: Formal

Example: Something simple like 'Thanks', 'Regards' etc.

Tone of Words: Objective, informational

Overall Messaging: Focused on removing doubts

Length of Mail: Medium

Example: Ideally upto 120-130 words

👉 While Negotiating & Closing

The secret to closing fast with Andy is

- *Clear proof of product value matters to them, followed by others' testimonials and rapport.*

Will you ever get a clear answer from Andy

- *They are likely to give you a clear answer without taking you around in circles. However, if you share a good relationship, they might not be so forthcoming.*

Insights For Deal Planning

How Fast (Or Slow) Will Andy Move?

- *They like to perform full analysis and can take time to make any decision.*

Can Andy Take Some Risk Or Not?

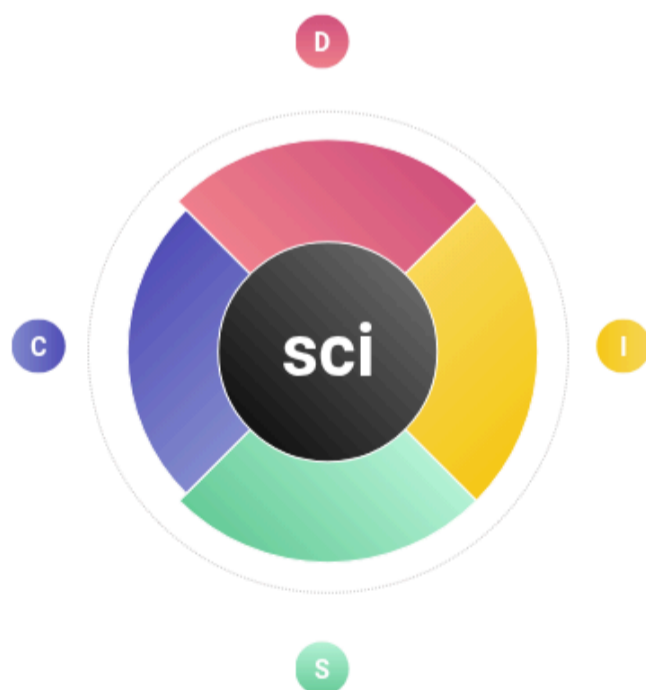
- *They weigh all decisions systematically and are unlikely to take many risks.*

You And Andy

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Andy's Key Traits



STEADINESS

Steadiness(S) reflects the degree to which a person is likely to focus on cooperation, support and taking everyone along. Those scoring high tend to be consistent and calm, are excited about the opportunity to collaborate and partner and could sometimes be indecisive or overly accommodating.

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.

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.