



ANGELO F.

Judge
DISC Type : Dc

Designer III at Quanta Philippines ROHQ
Makati, National Capital Region, Philippines

Overview

Angelo is a Designer III at Quanta Philippines ROHQ with over nine years of experience in fiber optic network design and planning. A graduate of the Technological University of the Philippines, he specializes in using GIS, AutoCAD, and ArcGIS Pro to support major telecom infrastructure projects.

He demonstrates a strong commitment to professional development, recently completing several project management certifications and courses. This focus on continuous learning complements his extensive hands-on experience in the telecommunications industry, showing a drive for both practical and theoretical knowledge.

Unique fact: Angelo is actively upskilling in project management methodologies, having recently completed courses on platforms like Coursera and Monday.com.

Personality Overview

Features Driven

Fast But Wary

Objective Thinker

They like to be in a position where they can control the conversation and terms. They are not focused on building rapport and relationships. They are very proud of what they do.

Topics They Care About

Fiber Network Design

Possesses over nine years of experience in fiber planning and drafting for major telecom companies like TPG Telecom and PLDT.

Project Management

Actively pursuing certifications and courses in project management, including from Coursera and on Monday.com, to enhance his skills.

GIS & CAD Tools

Leverages his expertise in QMAPS, ArcGIS Pro, and AutoCAD to contribute to effective fiber optic network design and delivery.

Continuous Upskilling

Frequently shares his achievements in completing new courses and certifications, highlighting a personal commitment to professional growth.

Telecom Infrastructure

His career has been focused on planning and designing network solutions for key players in the telecommunications industry.



Media Appearances

Angelo has no verified media appearances

Work History

- 9-2025
Designer III at Quanta Philippines ROHQ
- 11-2022 - 2-2025
Project Manager - Design at Capti
- 4-2016 - 11-2022
Fibre Network Designer at TPG Telecom
- 1-2014 - 8-2015
Assistant Project Engineer at PLDT

Education

- 6-2009 - 6-2013
Bachelor of Science - BS from Technological University of the Philippines

More Information

Social Presence :



Prographics :

Exp : **10** Location : **Makati, National Capital Region, Philippines** Job Level : **Middle**

Designation : **Designer III at Quanta Philippines ROHQ**

Insights For Selling To Angelo

👉 During A Call Or A Meeting

DO's

- Hold your ground without indulging in one-upmanship
- Make sure that you circle back fast on any action items, it wins their trust
- Use phrases like 'it's your decision', 'strategic impact' etc.

DONT's

- Don't be in a rush to invite them for a social meet and greet
- Do not hesitate from asking counter questions, just avoid challenging their authority
- Don't try too hard to forge relationships with them

👉 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: Angelo, 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 Angelo is

- *Conviction around the impact matters the most to them, followed by a sense of achievement and ROI.*

Will you ever get a clear answer from Angelo

- *If they decide not to use your product, they will say no clearly.*

Insights For Deal Planning

How Fast (Or Slow) Will Angelo Move?

- *They can take decisions very fast if you manage to convince them.*

Can Angelo Take Some Risk Or Not?

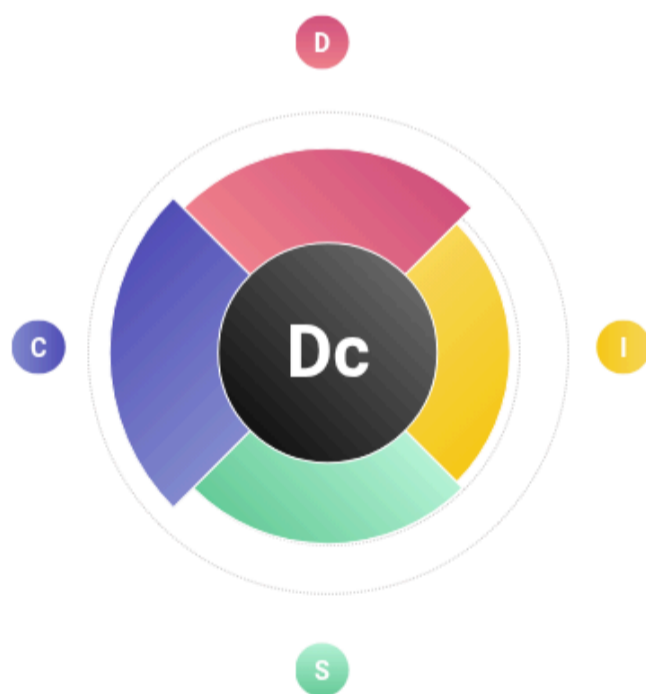
- *The risks don't matter much to them.*

You And Angelo

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Angelo'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.