



## ANGIE RYAN

**Sharpshooter**  
DISC Type : DC

**Senior Partner Marketing Manager at BILL**  
Moorhead, Minnesota, United States

### Overview

Angie has no verified overview

#### Personality Overview

**Rigorous & Demanding**

**Fast But Analytical**

**ROI Driven**

They are very proud of what they do. They like to act fast and expect others to do the same. They like to be in a position where they can control the conversation and terms.

#### Topics They Care About

Angie has no verified topics they care about

### Media Appearances

Angie has no verified media appearances

### Work History

- 10-2024  
Senior Partner Marketing Manager at BILL
- 3-2024  
Founder and Principal Marketing Consultant at Ryan Growth Marketing
- 7-2022 - 1-2024  
Director of Marketing at CAVALLO
- 12-2021 - 7-2022  
Director of Growth Marketing at Bushel
- 7-2019 - 12-2021  
Product Marketing Manager at Bobcat Company

### Education

- 2001 - 2004  
BA from Concordia College

## More Information

Social Presence :



Prographics :

Exp : **24** Location : **Moorhead, Minnesota, United States** Job Level : **Middle**

Designation : **Senior Partner Marketing Manager at BILL**

## Insights For Selling To Angie

### 👉 During A Call Or A Meeting

#### DO's

- Objectively showcase the impact that your product creates
- Get to the point quickly instead of spending time doing small talk
- Hold your ground without indulging in one-upmanship

#### DONT's

- Don't focus on process and rules, give the impression of being a 'gets it done' person
- Avoid being a storyteller and don't try to oversell
- 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:** Angie, 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 Angie is

- *Confidence in impact is paramount to them, followed by a sense of achievement and ROI.*

Will you ever get a clear answer from Angie

- *If they are not convinced, they will have no hesitation in telling you the same.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Angie Move?

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

Can Angie Take Some Risk Or Not?

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

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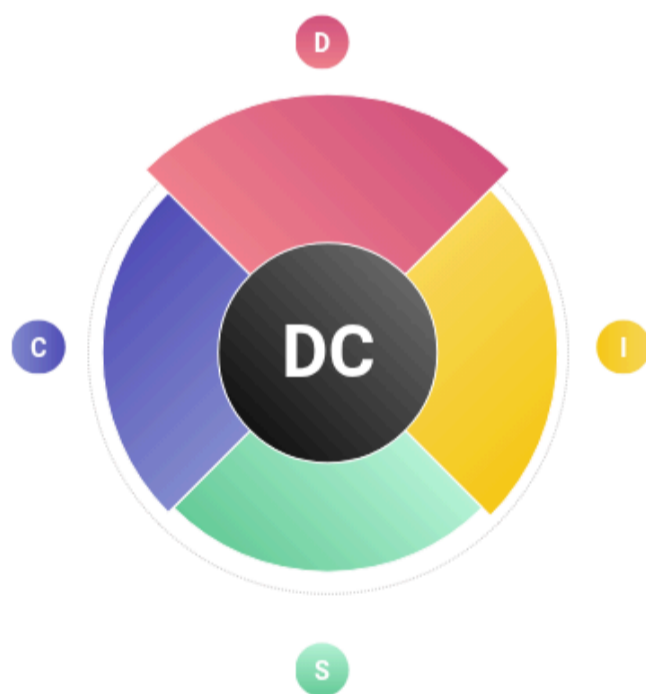
## You And Angie

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Angie'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.