



ANKUR GUPTA

Critic
DISC Type : C

Principal Software Engineer at Precisely
Noida, Uttar Pradesh, India

Overview

Ankur has no verified overview

👉 Personality Overview

Objective Thinker **ROI Driven** **Precise**

They like to take decisions independently and do not seek others' support often. They don't appreciate bells and whistles unless backed by data. They prefer to analyze logically and value objective facts over emotions.

👉 Topics They Care About

Ankur has no verified topics they care about

Media Appearances

Ankur has no verified media appearances

Work History

- 6-2025
Principal Software Engineer at Precisely
- 12-2024 - 6-2025
Senior Engineer at Fractal
- 7-2024 - 12-2024
Senior Software Engineer I at Precisely
- 6-2022 - 6-2024
Software Engineer II at Precisely
- 6-2019 - 5-2022
Software Engineer I at Precisely

Education

- 6-2014 - 6-2016
Master of Technology - MTech from Devi Ahilya Vishwavidyalaya
- 2007 - 2011
B.TECH from Dr. A.P.J. Abdul Kalam Technical University

More Information

Social Presence :



Prographics :

Exp : 8 Location : **Noida, Uttar Pradesh, India** Job Level : **Middle** Designation : **Principal Software Engineer at Precisely**

Insights For Selling To Ankur

👉 During A Call Or A Meeting

DO's

- Tell them what ROI they can expect
- Be ready to answer many clarity-seeking questions and requests for information
- Be ready for penetrating questions and critical examination of your pitch

DONT's

- Don't rush them till they have clearly gotten all the necessary information
- Avoid pushing them too much to involve other stakeholders unless it is critical
- Don't try to give too many examples of other users, they like to make their own decisions

👉 When Cold Calling

Insights

Pattern Interrupt: Speaking in a slightly hesitant manner, and seeking their permission at the start through a negation can get you a chance.

Pace: Speak slightly fast, especially if you tend to be calm and confident. Sound like a 'knows their domain' person.

Tone: Keep your tone slightly apprehensive, as if you are a little unsure about calling them.

Tactics To Win: Use of negations, giving full information

Mistakes To Avoid: Use of superlatives, overusing social proof

Making The Ask: Use negations, it is extra effective with them. It gives them a chance to say no, they like doing that.

Subconscious Driver: They believe they know a lot, so it needs to make sense as well as make them curious. They need to think that it is something worth investigation.

Script

Greeting: Hi Ankur, this is [user_fname] at [user_companynamewordstwowords].

Opener: You probably don't want to be on this cold call, would it be a problem if I asked for 30 seconds of your time?

Introduction: My company has leveraged 30+ years of research to build an AI that can predict anyone's personality, behavior and decision-making style before you even spend a minute with them.

Ask: Companies like [abc], [xyz] have been able to move [KPI1] by X% and [KPI2] by Y%. Would it be too much to put 15 minutes on your calendar to share why this could be high ROI for you?

Close: Can I suggest [time1] on [date1]? Or would you prefer any other slots? And [prospect_email] would be the right email ID for you?

👉 When Writing An Email

Subject: Objective

Example: Getting personalization right, '40% increase' etc.

Salutation: Yes (Something usual)

Example: Use 'Hi' or only the first name

Greeting: No

Example: Skip lines like 'I hope you are doing well'

Emojis/GIFs:

Bullet Points: Recommended

Closing Line: Logically summarize/ask

Example: Something like 'If these points make sense, shall we speak tomorrow?'

Complimentary Close: None or formal

Example: Something simple like 'Thanks', or nothing at all.

Tone of Words: Objective, informational

Overall Messaging: Focused on allaying doubts and ROI

Length of Mail: Short

Example: Ideally upto 100-120 words

👉 While Negotiating & Closing

The secret to closing fast with Ankur is

- *Proof of ROI, low pricing and objective proof points are the important factors for them.*

Will you ever get a clear answer from Ankur

- *They do not mind saying no if they believe that it is the right decision.*

Insights For Deal Planning

How Fast (Or Slow) Will Ankur Move?

- *They are neither the fastest nor the slowest decision makers, they are somewhere in the middle.*

Can Ankur Take Some Risk Or Not?

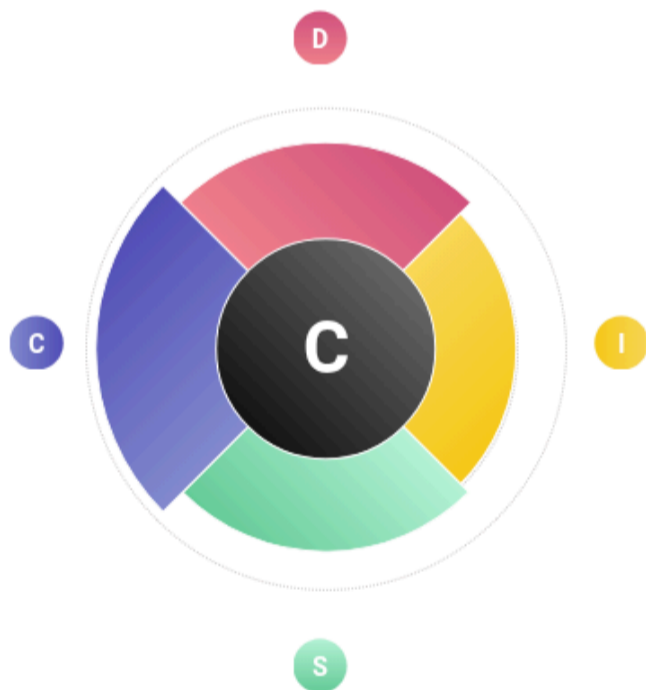
- *They can bear some risk if their analysis backs the decision.*

You And Ankur

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Ankur's Key Traits



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.