



# ANKUR MATHUR

**Energizer**  
DISC Type : I

**Engineering Management at NetApp**  
Greater Bengaluru Area, India

## Overview

Ankur Mathur is an engineering leader at NetApp with extensive experience managing product development in aerospace, railway signaling, and data infrastructure. He has led large teams of architects and managers, taking products from initial concept to legacy sustainment. Colleagues describe him as an exceptional, dedicated, and intelligent leader and people manager.

He holds a granted U. S. patent for a system that provides takeoff and landing advice to flight crews.

### Personality Overview

**Enthusiastic**      **Full Of Energy**      **Big Picture Person**

Unlike C or D types, they are vocal with their opinions but not so much with their questions. They are naturally enthusiastic, so take their promise with a pinch of salt. They are people oriented, friendly and like creating new connections.

### Topics They Care About

- Engineering Leadership**  
Manages the entire product lifecycle, from R&D to legacy support, and leads large teams of managers, architects, and engineers across multiple high-tech domains.
- Aerospace Innovation**  
Co-invented and was granted a U. S. patent for systems and methods to provide reduced flaps takeoff and landing advice, reflecting deep expertise in aviation technology.
- AI & Automation**  
Focuses on building innovative solutions using AI/ML, cloud technologies, and automation tools, including the development of chatbots.
- Data Infrastructure**

[Predicted] His current leadership role at NetApp indicates a strong professional focus on data infrastructure, enterprise storage systems, and cloud solutions.

### Agile Methodologies

Holds certifications as a Certified Scrum Product Owner (CSPO) and Certified ScrumMaster (CSM), showing a commitment to agile development practices.



## Media Appearances

Ankur has no verified media appearances

## Work History

- 1-2025  
Engineering Management at NetApp
- 10-2022 - 12-2024  
Software Engineering Manager at Alstom
- 6-2020 - 10-2022  
Engineering Management at Honeywell
- 10-2017 - 5-2020  
Tech Lead/Team Lead at Honeywell
- 4-2014 - 9-2017  
Senior Engineer at Honeywell

## Education

- 2006 - 2010  
B.Tech from Jodhpur Institute of Engineering & Technology, Rajasthan Technical University.

## More Information

### Social Presence :



### Prographics :

Exp : 14    Location : **Greater Bengaluru Area, India**    Job Level : **N/A**    Designation : **Engineering Management at NetApp**

## Insights For Selling To Ankur

### 👉 During A Call Or A Meeting

#### DO's

- Speak enthusiastically with energy, maintain a clear and confident tone
- Use adjectives like 'amazing', 'coolest', 'unbelievable' etc.
- Use phrases like 'people will love', 'massive impact' etc.

#### DONT's

- Avoid cutting into their flow
- Don't be too formal, focus on building comfort and trust
- Avoid overloading them with too much detail

## 👉 When Cold Calling

### Insights

**Pattern Interrupt:** Informal style, where you are talking in a friendly & casual manner, with a big smile on makes them want to speak to you.

**Pace:** Don't be too fast or too slow, stay in the middle. Sound like a 'brings happiness to others' person.

**Tone:** Speak with high energy and in a personal manner, as if you have met a friend suddenly after a long time.

**Tactics To Win:** Giving social proof, personal rapport, usage of superlatives, repeating their name.

**Mistakes To Avoid:** Information overload, use of negations

**Making The Ask:** Use positivity and/or humor to make the ask. It appeals to them, as if you are bringing a cheer to their day. (Avoid doing this with Dominant or Calculative types)

**Subconscious Driver:** They are driven by emotion more than any other type. Hence a proposition that excites them will immediately get their attention.

### Script

**Greeting:** Hey Ankur, [user\_fname] here at [user\_companynamewordstwowords] calling you this morning/evening!

**Opener:** Now I know how much people love cold calls, so how about 30 seconds to tell you what I have for you?

**Introduction:** We have built an AI that predicts exactly what will build a solid relationship with each prospect before you even spend a minute with them.

**Ask:** Ankur, leaders just like you at companies like [abc], [xyz] have been blown away with what they have seen, why don't we put 15 minutes on your calendar to show you if what I am saying is actually real, yeah?

**Close:** So morning at around [time] next [tuesday], shall we say? And is it [prospect\_email]? Don't want to get that wrong you know!

## 👉 When Writing An Email

**Subject:** Personalized, catchy

*Example: John, is this interesting?', 'Increasing sales conversion, together!' etc.*

**Salutation:** Yes (Something casual)

*Example: Use 'Hi', 'Hey' etc. (along with the first name)*

**Greeting:** Yes (Say something interesting/unusual)

*Example: Use unusual lines, like 'This has been quite a week', 'What a game yesterday' etc.*

**Emojis/GIFs:**

**Bullet Points:** Avoid

**Closing Line:** Build excitement

*Example: Something like 'So John, lets get the ball rolling?'*

**Complimentary Close:** Unique, pleasant

*Example: Something like 'Excited!', 'To a great partnership!' etc.*

**Tone of Words:** Friendly, first-person

**Overall Messaging:** Focused on the person and relationship

**Length of Mail:** Long

*Example: Maximum upto 150 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Ankur is

- *Relationship and trust can be vital with them, sometimes more than anything else.*

Will you ever get a clear answer from Ankur

- *They are unlikely to say no directly, you have to make that decision yourself.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Ankur Move?

- *They are not the fastest decision makers, their friendly approach can give false positive signals.*

Can Ankur Take Some Risk Or Not?

- *They can accept limited risks, ones that they think will not impact them personally.*

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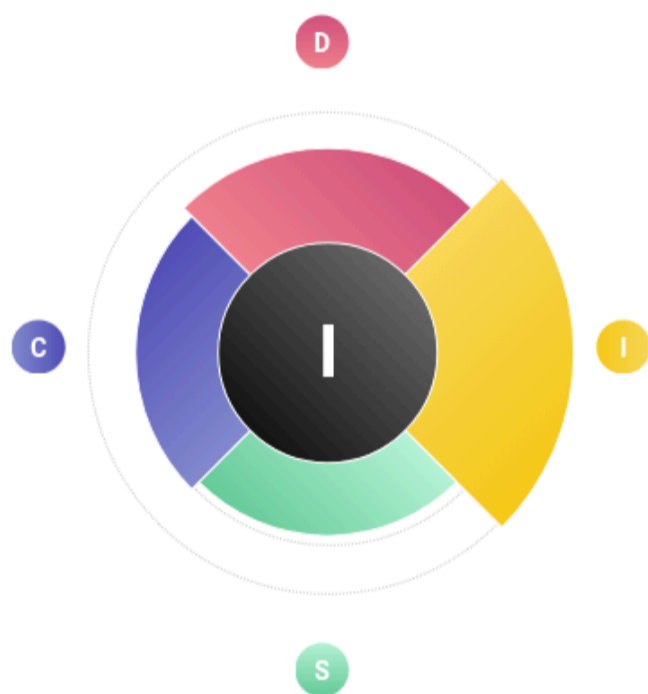
## You And Ankur

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Ankur's Key Traits



### 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.