



ASSAD DIB

Energizer
DISC Type : I

Owner at AS DIB INC.
Halifax, Nova Scotia, Canada

Overview

Assad is the Owner of AS DIB INC. , a real estate and property management company. His background is heavily rooted in information technology, with demonstrated skills in computer networking, technical support, and Windows Server. He holds a Bachelor of Science from the American University of Culture and Education and a certification in Data Analytics.

Assad possesses a remarkably diverse, hands-on skill set, with prior experience working as an electrician and a flooring installer, covering everything from electrical maintenance to hardwood and laminate flooring installation.

Personality Overview

Believer

Full Of Energy

Informal

They are not always early adopters but can be persuaded by leveraging strong relationships. They are really good at seeing what the long-term impacts of their decisions could be. Unlike C or D types, they are vocal with their opinions but not so much with their questions.

Topics They Care About

Real Estate

As the owner of AS DIB INC. , his primary focus is on real estate and property management.

Information Technology

Has an extensive background in IT, including computer networking, technical support, and Windows Server administration.

AI Systems

He has experience working as an AI Trainer for various companies, indicating an interest in artificial intelligence.

Data Analytics

He holds a certification in Data Analytics from Digital Nova Scotia, showing a commitment to data-driven insights.

Skilled Trades

His past experience as both an electrician and a flooring installer suggests an appreciation for hands-on, skilled work.

Nova Scotia Business

[Predicted] His current business and past work with the Government of Nova Scotia suggest a vested interest in the local economy.



Media Appearances

Assad has no verified media appearances

Work History

- 4-2025
Owner at AS DIB INC.
- 7-2024
Websites at Government of Nova Scotia
- 6-2024
AI Trainer at Different Companies
- 8-2023 - 6-2024
Electrician at SA
- 10-2022 - 8-2023
Flooring Installer at ATA

Education

- 2013 - 2018
Bachelor of Science - BS from American University of Culture and Education
- 2011 - 2013
BT3 from Institute Freddy Atallah

More Information

Social Presence :



Prographics :

Exp : 7 Location : **Halifax, Nova Scotia, Canada** Job Level : **N/A** Designation : **Owner at AS DIB INC.**

Insights For Selling To Assad

During A Call Or A Meeting

DO's

- Use phrases like 'people will love', 'massive impact' etc.
- Do some small talk, ask them how things are going on their side
- Talk anecdotally about the customer experience that your product offers

DONT's

- Don't assume a yes just because they have not said no
- Don't be too formal, focus on building comfort and trust
- Avoid ifs and buts, don't talk too much about the risks etc.

👉 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 Assad, [user_fname] here at [user_companynamewithfirsttwowords] 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: Assad, 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 Assad is

- *Relationship and rapport can play an important role, sometimes more than the other factors.*

Will you ever get a clear answer from Assad

- *They will probably never say no directly, you have to make that decision yourself.*

Insights For Deal Planning

How Fast (Or Slow) Will Assad Move?

- *They are not the quickest decision makers, their friendly attitude could be misleading.*

Can Assad Take Some Risk Or Not?

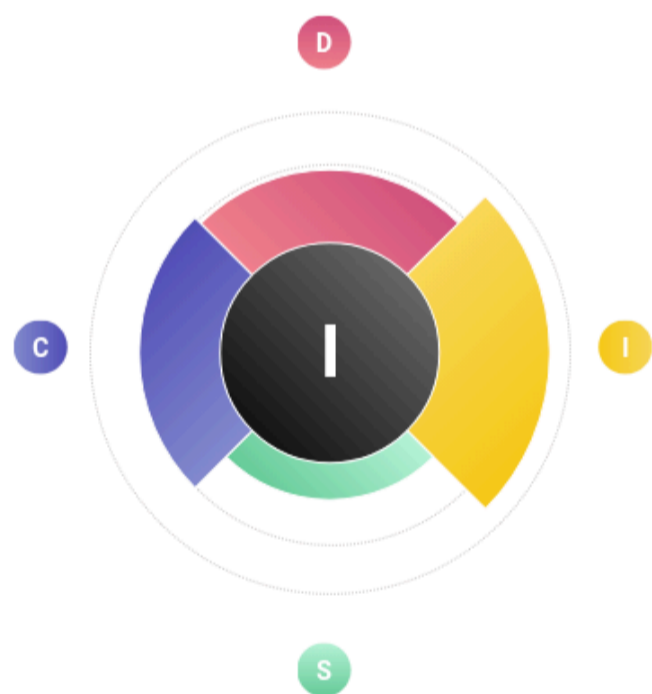
- *They can accept limited risks, ones that they think will not impact them personally.*

You And Assad

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Assad'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.