



## AZZLEETA WRIGHT

**Observer**

DISC Type : ic

**Senior Director, People Technology & Operations at Guardant Health**

Atlanta Metropolitan Area, United States

### Overview

Azzleeta Wright is the Senior Director of People Technology & Operations at Guardant Health. With over a decade of experience, she combines strategy and technology with a people-first approach to enhance HR experiences. She is a graduate of Spelman College.

She is passionate about creating collaborative cultures where individuals feel empowered and valued. Azzleeta focuses on mentoring leaders and coaching teams, driven by a mission to improve the workplace for everyone and help people unlock their full potential.

Unique fact: She has specialized expertise in navigating complex HR policies and employment-based immigration.

### Personality Overview

**Curious**

**Value Driven**

**Assertive**

They are generally strong communicators and are not easy to convince. They can sound friendly and charming but can quickly change gears to become inquisitive and probing. They are likely to ask many questions and look heavily for supporting information.

### Topics They Care About

#### **HR Technology**

Leads initiatives to blend strategy and technology, creating smarter and more seamless HR experiences to drive the company's mission forward.

#### **People Operations**

Her career focus involves leading transformative initiatives that streamline operations and improve the overall employee experience.

#### **Talent Development**

Passionate about mentoring leaders and coaching teams to unlock the full potential of people within the organization.

### Hiring & Recruiting

Actively uses her network to recruit for key roles at Guardant Health, demonstrating a commitment to attracting top talent.

### Organizational Effectiveness

Partners with senior leadership to drive initiatives that improve how different departments and teams operate effectively. [Predicted]

### Employee Experience

Her work centers on building a people-first culture where employees feel valued and empowered to do their best work. [Predicted]



## Media Appearances

**Our Leaders | Guardant Health. Featured in Guardant Health (official website)**

[Read Now](#)

Article

**Guardant Health Appoints Terilyn Juarez Monroe as Chief People Officer. Featured in Business Wire**

[Read Now](#)

Article

## Work History

- 6-2024  
Senior Director, People Technology & Operations at Guardant Health
- 6-2023 - 6-2024  
Director, People Operations at Bonterra
- 6-2022 - 8-2023  
Director, People Operations & Resources at Cardlytics
- 10-2021 - 7-2022  
Senior Manager, Talent Operations at Tinuiti
- 12-2020 - 10-2021  
HR Operational Excellence Leader at Varian Medical Systems

## Education

- 2004 - 2008  
Bachelor of Arts (B.A.) from Spelman College
- 1999 - 2003  
Education details unavailable from High School

## More Information

Social Presence :



## Prographics :

Exp : 22 Location : Atlanta Metropolitan Area, United States Job Level : Senior

Designation : Senior Director, People Technology & Operations at Guardant Health

## Insights For Selling To Azzleeta

### 👉 During A Call Or A Meeting

#### DO's

- Ask them questions to understand their needs better while staying affable
- Be prepared for a lot of questions, answer them objectively
- Focus on immediate action-items rather than the larger goals

#### DONT's

- Don't rely excessively on your relationship with them to win the deal
- Don't try to rush them into a decision, provide all necessary information first
- Avoid making offhand commitments

## 👉 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 Azzleeta, [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:** Azzleeta, 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:** Exciting but objective

*Example: Making it personalized', 'Changing how to sell' etc.*

**Salutation:** Yes ( Something usual)

*Example: Use 'Hi' (along with the first name)*

**Greeting:** No

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

**Emojis/GIFs:**

**Bullet Points:** Could use

**Closing Line:** Logically summarize, keep high energy

*Example: Something like 'If these points make it clear, lets wrap this up at 11am?'*

**Complimentary Close:** Unique or standard

*Example: Something like 'Looking forward!', 'To new beginnings!' etc.*

**Tone of Words:** Confident, informational

**Overall Messaging:** Focused on generating excitement while staying objective

**Length of Mail:** Medium

*Example: Ideally upto 120-130 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Azzleeta is

- *Proven value, strong testimonials are important to them, relationships will have some weightage.*

Will you ever get a clear answer from Azzleeta

- *They are practical yet friendly, don't expect a clear no very often.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Azzleeta Move?

- *They like to analyze well and then make their decisions.*

Can Azzleeta Take Some Risk Or Not?

- *They evaluate their decisions systematically and are less likely to take risks.*

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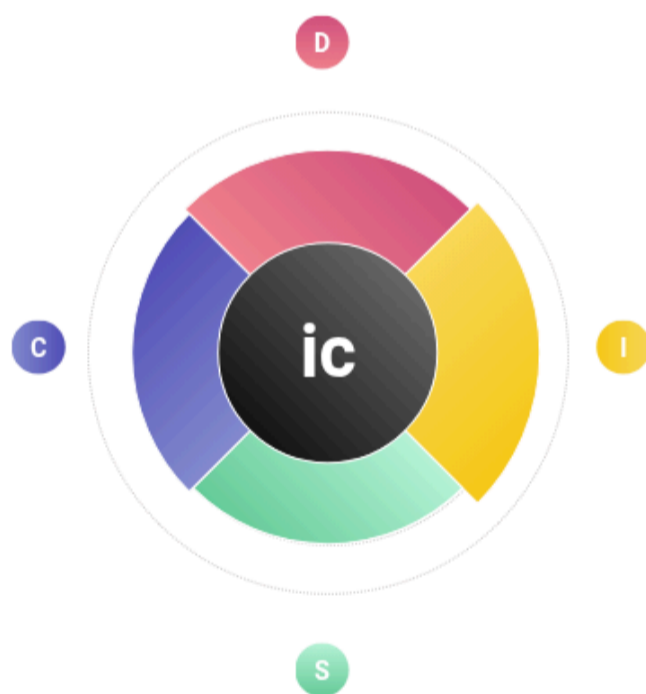
## You And Azzleeta

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Azzleeta'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.

### 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.