



# BRIAN K JOHNSON

**Examiner**  
DISC Type : cs

**Executive Director of Emergency Management and College Safety and Security. at Community College of Allegheny County**  
Pittsburgh, Pennsylvania, United States

## Overview

Brian has no verified overview

### 👤 Personality Overview

Unexpressive      Process Oriented      Late Adopter

They are heavily focused on quality and prefer doing things the right way, even if it takes time. Being observant comes to them naturally. They do not like taking risks at all and go for proven options in the end.

### 👤 Topics They Care About

Brian has no verified topics they care about

## Media Appearances

Brian has no verified media appearances

## Work History

- 7-2025  
Executive Director of Emergency Management and College Safety and Security. at Community College of Allegheny County
- 11-2024 - 7-2025  
Interim Administrator of Safety and Security at Community College of Allegheny County
- 7-2024 - 11-2024  
Campus Administrator & Business Manager Allegheny Campus at Community College of Allegheny County
- 9-2016 - 6-2018  
Police Liaison at A Child's Place
- 1-2014 - 5-2017

## Education

- 2005 - 2006  
Master of Business Administration (M.B.A.) from Point Park University
- 2004 - 2005  
Bachelor of Applied Science (BASc) from Point Park University

Adjunct Instructor at Point Park University

## More Information

### Social Presence :



### Prographics :

Exp : 26 Location : Pittsburgh, Pennsylvania, United States Job Level : Senior

Designation Executive Director of Emergency Managment and College Safety and Security. at Community College of Allegheny  
: County

## Insights For Selling To Brian K

### 👉 During A Call Or A Meeting

#### DO's

- Ask them which other stakeholders would be important for this purchase decision
- Spend time addressing concerns around risk and change, they will have them even if they don't express them
- Be firm in your communication and stay in control

#### DONT's

- Don't use phrases like 'do not worry', 'i promise' etc.
- Avoid getting into storytelling mode, especially when they ask specific questions
- Don't rely on relationship building even if they act pleasantly

## 👉 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 Brian K, 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:** Precise

*Example: Measurable results', '6.2% more sales' etc.*

**Salutation:** Yes (Something formal)

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

**Greeting:** Yes (Say something formal/usual)

*Example: Use standard lines, like 'I hope that you are doing well' etc.*

**Emojis/GIFs:**

**Bullet Points:** Recommended

**Closing Line:** Logically summarize/ask

*Example: Something like 'If these points make it clear, shall we speak tomorrow at 11am?'*

**Complimentary Close:** Formal

*Example: Something simple like 'Thanks', 'Regards' etc.*

**Tone of Words:** Objective, informational

**Overall Messaging:** Focused on removing doubts

**Length of Mail:** Medium

*Example: Ideally upto 120-130 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Brian K is

- For them, low risk and acceptance by others are very important, followed by proof of ROI.

Will you ever get a clear answer from Brian K

- They are unlikely to say no, it's better to stop yourself once you have exhausted all the options.

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## Insights For Deal Planning

How Fast (Or Slow) Will Brian K Move?

- They do not like to take decisions in a hurry, so they could be slow in making their mind up.

Can Brian K Take Some Risk Or Not?

- They are low on risk-appetite and prefer to make informed decisions.

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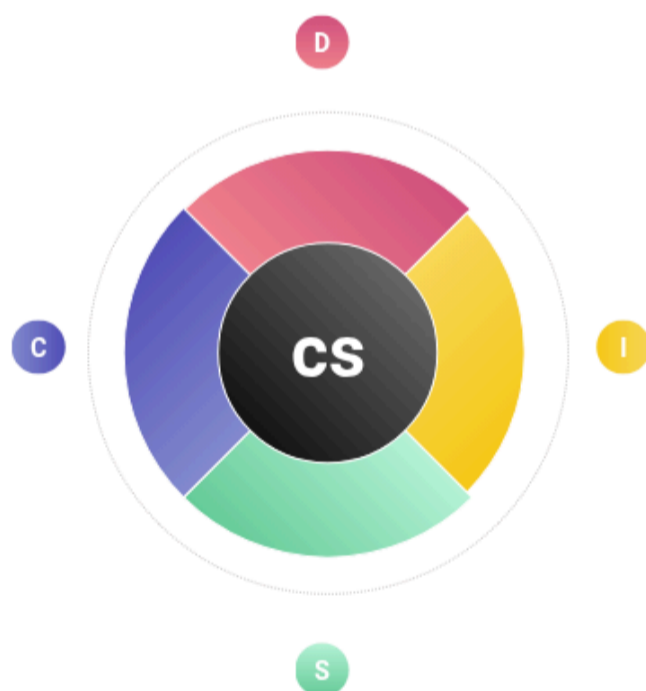
## You And Brian K

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Brian K'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.

### STEADINESS

Steadiness(S) reflects the degree to which a person is likely to focus on cooperation, support and taking everyone along. Those scoring high tend to be consistent and calm, are excited about the opportunity to collaborate and partner and could sometimes be indecisive or overly accommodating.