



## BUSE CALISKAN

**Enigma**  
DISC Type : idc

**Head of People, Performance and Culture at Volt Lines**  
Istanbul, Istanbul, Türkiye

### Overview

Buse Caliskan is the Head of People, Performance and Culture at Volt Lines, a mobility startup focused on sustainable transportation. A graduate of Galatasaray University with a degree in Political Science, her expertise lies in performance management and global payroll. Colleagues describe her as agile, disciplined, and proficient in team management.

She is passionate about fostering growth, both professionally and personally, and holds a certification in professional coaching. Buse values learning from challenges and creating a supportive, innovative environment. She actively contributes to her teams success and enjoys working in a dynamic atmosphere where she can bring diverse perspectives.

Unique fact: Buse holds a Professional Coaching Training (ACSTH) certification, underscoring her commitment to mentorship and development.

### 👉 Personality Overview

**Fast Follower**

**Challenger**

**Persuasive & Assertive**

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

### 👉 Topics They Care About

#### **People & Culture**

Leads all People & Culture processes at Volt Lines, including performance, compensation, internal communication, and learning and development.

#### **Sustainable Commuting**

Her company's mission is to help organizations reduce their carbon footprint through smart transportation technology, a cause she highlights in her profile.

#### **Performance Management**

Identifies performance management as one of her core competencies, acquired through her experience at high-growth tech companies like Cambly and Insider.

### Professional Coaching

Holds a Professional Coaching (ACSTH) certification, indicating a deep interest in mentorship and helping others with their professional growth.

### Talent Management

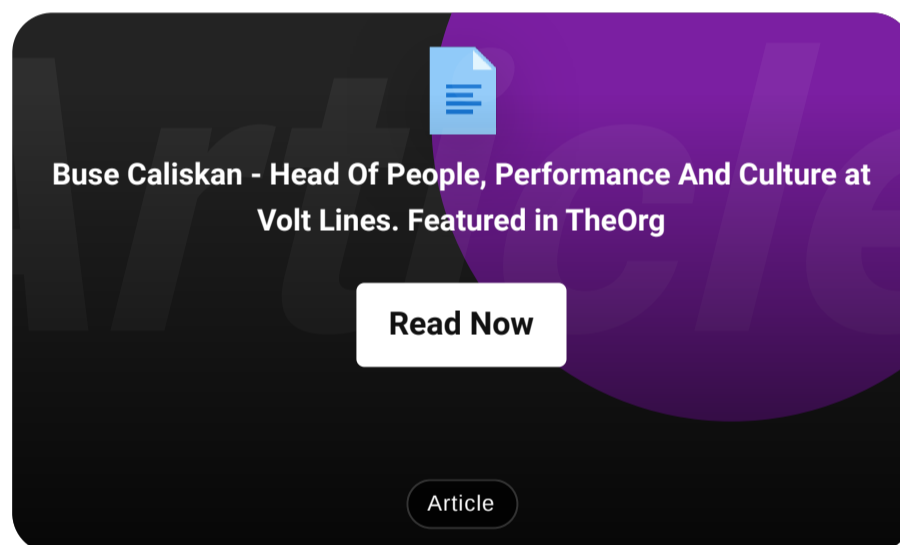
Focuses on structuring talent management processes to support employee growth and contribute to the overall success of the organization.

### Women's Empowerment

[Predicted] Publicly celebrates International Women's Day, suggesting an interest in supporting and empowering women in the workplace and beyond.



## Media Appearances



## Work History

- 1-2025  
Head of People, Performance and Culture at Volt Lines
- 1-2024 - 12-2024  
People and Culture Manager at Volt Lines
- 1-2024 - 8-2024  
Interim Operations Manager at Volt Lines
- 8-2022 - 1-2024  
People and Culture Team Lead at Volt Lines
- 2-2022 - 6-2022  
Human Resources Business Partner - Europe at Cambly

## Education

- 2011 - 2017  
Lisans from Galatasaray University

## More Information

Social Presence :



Prographics :

Exp : 8 Location : **Istanbul, Istanbul, Türkiye** Job Level : **Mid-senior**

Designation : **Head of People, Performance and Culture at Volt Lines**

## Insights For Selling To Buse

### 👉 During A Call Or A Meeting

#### DO's

- Leverage 'negging', or the art of asking negative questions like "you must not be convinced yet..."
- Be prepared for a mix of questions and inquisitiveness, answer them in the tone in which they have been asked
- Use a combination of data as well as stories for your pitch, a ppt might not be necessary

#### DONT's

- Don't rely excessively on your relationship with them to win the deal even if you come to form one
- Don't try to rush them into a decision, provide all necessary information first
- Avoid making offhand commitments, understand the root of their concerns first

## 👉 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 Buse, [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:** Buse, 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, direct

*Example: John, quantum jump', 'Is it game over?' etc.*

**Salutation:** No

*Example: Skip 'Hi', 'Hey' etc., use only the first name*

**Greeting:** No (Or say something unique)

*Example: Skip anything, or say something unique like 'What an exciting discussion it's been!'*

**Emojis/GIFs:**

**Bullet Points:** Could use

**Closing Line:** Informally state your ask

*Example: Something like 'John, if you are on, let's finalize tomorrow?'*

**Complimentary Close:** Unique, casual

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

**Tone of Words:** Informal, direct

**Overall Messaging:** Focused on personal achievement

**Length of Mail:** Short

*Example: Ideally upto 100-120 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Buse is

- *Proven value, strong objective evidence are important for them, rapport can impact decisions a little.*

Will you ever get a clear answer from Buse

- *They are practical and friendly, but can give a clear response with a little prodding*

## Insights For Deal Planning

How Fast (Or Slow) Will Buse Move?

- *They like to be detailed, so unless they develop strong conviction, they can take their time to arrive at decisions*

Can Buse Take Some Risk Or Not?

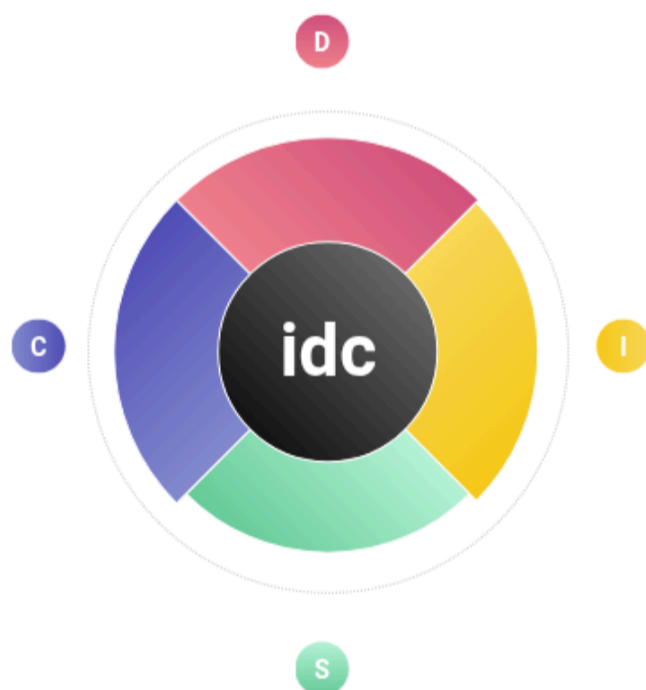
- *They evaluate their decisions systematically and do not take risks that often, unless you can get them to develop strong conviction*

## You And Buse

### Personality Compatibility

Not enough data to show compatibility comparison

## DISC Profile : Buse'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.

### DOMINANCE

Dominance(D) reflects how goal and task oriented a person is and her ability to accomplish results, irrespective of how demanding the circumstances might be. Those scoring high tend to be motivated by winning, competition and success and can be described as direct, demanding and strong willed.

### 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.