



# CAMERON ROBINSON

**Inspirer**  
DISC Type : id

**Talent Acquisition Specialist at Blytheco**  
Charlotte Metro, United States

## Overview

Cameron has no verified overview

### 👤 Personality Overview

**Generous**   **Decisive**   **Fast Adopter**

They measure a product on its merit but can be influenced by strong testimonials. They respond well to objective pitches but also attach some value to relationships. They don't mind taking a stand if they believe in something.

### 👤 Topics They Care About

Cameron has no verified topics they care about

## Media Appearances

Cameron has no verified media appearances

## Work History

- 4-2024 - 10-2024  
Talent Acquisition Specialist at Blytheco
- 3-2024 - 10-2024  
Project Advisor at The Redda Group Corporation
- 5-2023 - 1-2024  
Talent Acquisition Manager at Onward Search
- 7-2022 - 5-2023  
Human Resources Coordinator at Onward Search
- 2-2022 - 7-2022  
Senior Corporate Recruiter at Onward Search

## Education

- 2015 - 2019  
Bachelor's degree from Boise State University
- 1-2018 - 6-2018  
Study Abroad Program in Viterbo from Università degli Studi della Tuscia

## More Information

Social Presence :



Prographics :

Exp : 4 Location : **Charlotte Metro, United States** Job Level : **N/A** Designation : **Talent Acquisition Specialist at Blytheco**

## Insights For Selling To Cameron

### 👉 During A Call Or A Meeting

#### DO's

- Keep your pitch focused on the impact but insert some anecdotes into it
- Focus on the big picture and the strategic value of your product
- Acknowledge their status and position during the conversation

#### DONT's

- Avoid focusing only on the product or its ROI, keep building trust subtly
- Don't be very informal even if they are being so themselves
- Don't keep repeating the same information, it could make them impatient

## 👉 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 Cameron, [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:** Cameron, 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 Cameron is

- *Confidence in the product's value is critical, followed by relationship and a sense of achievement.*

Will you ever get a clear answer from Cameron

- *They will not hesitate to say no if they do not develop conviction.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Cameron Move?

- *They can take fast decisions if they develop conviction in the product and find you trustworthy.*

Can Cameron Take Some Risk Or Not?

- *They have the capability of taking risky decisions if necessary.*

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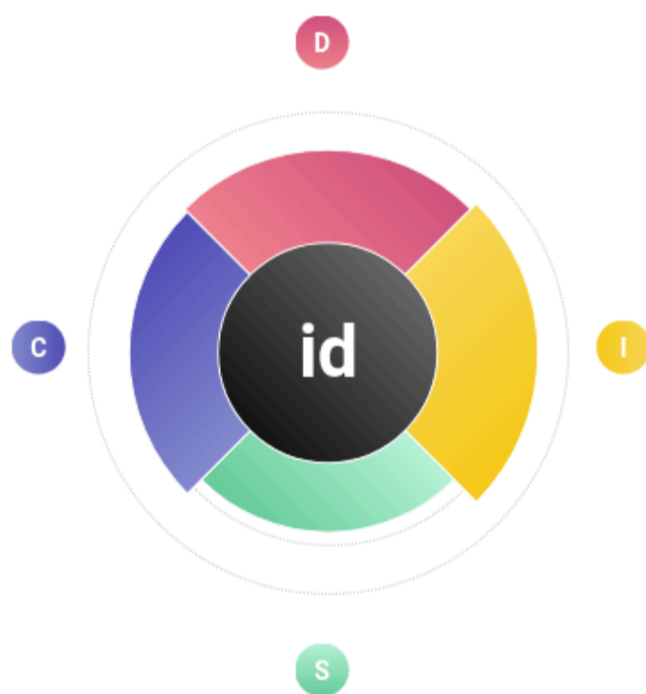
## You And Cameron

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Cameron'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.