



CHAKRA MANDAVA

Inquirer
DISC Type : dc

Vice President, Transformation (Platinum Equity Portfolio Company) at McGraw Hill
Houston, Texas, United States

Overview

Chakra has no verified overview

Personality Overview

ROI Conscious

Demanding

Upfront

They respond well to confident salespeople. They focus on objectivity in a pitch and pay little attention to bells and whistles. They care equally about the product and its potential impact.

Topics They Care About

Chakra has no verified topics they care about

Media Appearances

Chakra has no verified media appearances

Work History

- 10-2023
Vice President, Transformation (Platinum Equity Portfolio Company) at McGraw Hill
- 11-2021 - 9-2023
Vice President, GTM & Revenue Operations (Previously VP M&A Operations-> VP Sales Ops -> VP Rev Ops) at Cart.com
- 1-2020 - 11-2021
Vice President, Transformation (Platinum Equity Portfolio Company) at Cision
- 7-2018 - 1-2020
Vice President, Supply Chain and Transformation (Platinum Equity Portfolio Company) at Key Energy Services

Education

- 2009 - 2011
MBA from The Tuck School of Business at Dartmouth
- 2000 - 2004
Bachelor of Science - BS from Indian Institute of Technology (Indian School of Mines), Dhanbad

• 3-2016 - 7-2018

Director, Operations Excellence & RIGLINE 24/7 at Nabors Industries

More Information

Social Presence :



Prographics :

Exp : **11** Location : **Houston, Texas, United States** Job Level : **Senior**

Designation : **Vice President, Transformation (Platinum Equity Portfolio Company) at McGraw Hill**

Insights For Selling To Chakra

👉 During A Call Or A Meeting

DO's

- Ask them questions confidently while doing discovery, don't be apologetic
- Highlight the competitive differentiation of your product
- Make sure that they have the necessary authority, they could present false stature sometimes

DONT's

- Don't expect them to change their mind quickly if they say no once
- Avoid long winding pitches, stay objective
- Refrain from asking too many questions

👉 When Cold Calling

Insights

Pattern Interrupt: Confident style, with a mix of informality and formality gets their attention.

Pace: Speak slightly fast. Sound like a 'gets shit done' person.

Tone: Do not sound too eager, as if you have met a friend suddenly after a long time. Keep the tone calm but confident.

Tactics To Win: Strong words, focus on results, respectful confidence

Mistakes To Avoid: Apologizing, nervousness, information overload, social proof

Making The Ask: Confidently, ask for 10-15 minutes. Allude to the results and outcomes that are possible. They care about the ends more than the means.

Subconscious Driver: Results and outcomes are what matter to them. Any credible shot at getting results will appeal to them quickly.

Script

Greeting: Chakra, this is [user_fname] at [user_companynamewordstwowords].

Opener: In 30 seconds if I could share how 100% of your sellers could kick ass this year, can I go for it?

Introduction: We have built an AI that predicts exactly what would matter to your buyer before you even meet them.

Ask: Can I put 15 minutes on your calendar to show you how this changes outcomes for you?

Close: [time1] on [date1] sounds good? Or would you prefer [time2] on [date2]? And [prospect_email] works well?

👉 When Writing An Email

Subject: To the point, measured

Example: Will this work?', '6.2% revenue impact' etc.

Salutation: No

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

Greeting: No

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

Emojis/GIFs:

Bullet Points: Could use

Closing Line: Clearly state your ask

Example: Something like 'Can we get on a call tomorrow at 1100 hours and finalize this?'

Complimentary Close: None or standard

Example: Something simple like 'Thanks', 'Regards', or nothing at all.

Tone of Words: Confident, direct

Overall Messaging: Focused on measurable results

Length of Mail: Very Short

Example: Less than 100 words

👉 While Negotiating & Closing

The secret to closing fast with Chakra is

- *Conviction in the product matters to them, followed by proof points and strong testimonials.*

Will you ever get a clear answer from Chakra

- *They may not be very forthcoming, but they will say no if needed.*

Insights For Deal Planning

How Fast (Or Slow) Will Chakra Move?

- *Their decision making speed is somewhere in the middle.*

Can Chakra Take Some Risk Or Not?

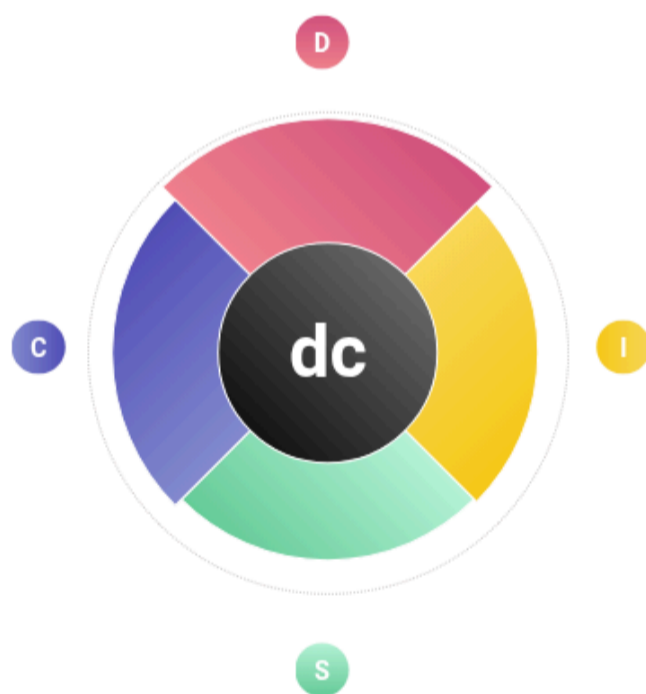
- *They can take risks but after weighing up the pros and cons.*

You And Chakra

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Chakra's Key Traits



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.