



CHOO LEE

Evaluator
DISC Type : csd

Principal Data Solutions Advisor at Radiology Partners
Nashville, Tennessee, United States

Overview

Choo Lee is a Principal Data Solutions Advisor at Radiology Partners, leveraging extensive experience from senior roles like VP of Data Engineering. He is a University of Iowa alumnus with a strong background in business intelligence and analytics within the healthcare sector. Colleagues describe him as technically brilliant, collaborative, and an excellent manager.

Choo is an avid reader of publications like The Wall Street Journal and Harvard Business Review, indicating a keen interest in staying current with business trends and management strategies. He is actively engaged in his professional network, often sharing insights and seeking talented individuals for his teams.

He has collaborated with the same colleague across four different organizations over a span of more than 15 years.

Personality Overview

Fast But Analytical

Hard To Convince

Thorough Evaluator

They focus on the results, but can still be quite procedural and analytical about how to get there. They have a unique set of diverse traits where they are decisive and methodical but can sometimes be extra cautious and skeptical. They are not very likely to become strong advocates of your product or service.

Topics They Care About

Healthcare Data Solutions

His career is centered on data engineering and BI solutions for healthcare organizations like Radiology Partners, Compassus, and Vanderbilt Health.

BI & Analytics

He has held multiple senior roles focused on delivering Business Intelligence solutions and has a background as a BI/Analytics consultant.

Team Building

He has publicly posted about looking for experienced project managers, showing his direct involvement in hiring and team development.

Management Philosophy

Shared content questioning the effectiveness of traditional annual reviews, signaling an interest in modern management and feedback techniques.

Data Engineering

Previously served as the Vice President of Data Engineering, indicating deep expertise in building and managing data infrastructure.



Media Appearances

Choo has no verified media appearances

Work History

- 4-2025
Principal Data Solutions Advisor at Radiology Partners
- 1-2023 - 12-2024
Vice President of Data Engineering at Compassus
- 12-2017 - 1-2023
Associate Vice President, BI Solutions Delivery at emids
- 5-2017 - 10-2017
Business Intelligence / Analytics Consultant at North Highland
- 6-2014 - 10-2016
Sr. Director of IT, Analytics, and PMO at Vanderbilt Health Affiliated Network

Education

- BS from University of Iowa
- Education details unavailable from wCHS

More Information

Social Presence :



Prographics :

Exp : **35** Location : **Nashville, Tennessee, United States** Job Level : **Senior**

Designation : **Principal Data Solutions Advisor at Radiology Partners**

Insights For Selling To Choo

👉 During A Call Or A Meeting

DO's

- Help them see both - the 'big picture' impact and the ROI of the investment
- Showcase how you can impact results but also make sure that you share detailed information too
- Use phrases like 'the ROI of this', 'X% more' etc.

DONT's

- Avoid self-deprecating references or general informality, it could decrease their trust in you
- Avoid inviting them for any social interactions until you have built some rapport with them
- Avoid making strong statements, instead invite them to agree with you by asking them questions

👉 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 Choo, 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 Choo is

- *ROI matters the most to them, followed by process and finally proof of results*

Will you ever get a clear answer from Choo

- *They might hesitate a little, but will go ahead and say no when necessary (or asked)*

Insights For Deal Planning

How Fast (Or Slow) Will Choo Move?

- *They are unlikely to move very fast, especially when it comes to new products or services*

Can Choo Take Some Risk Or Not?

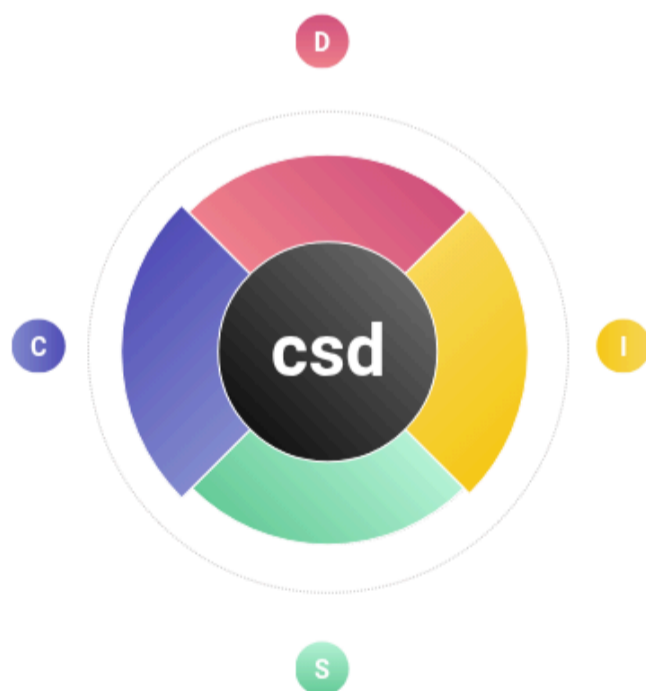
- *They have relatively low risk-appetite and are not very likely to go for something unproven and risky*

You And Choo

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Choo'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.

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.