



# CHRISTOPHER KAPPER

**Questioner**  
DISC Type : c

**Senior Vice President, Development at QTS Data Centers**  
Denver Metropolitan Area, United States

## Overview

As Senior Vice President of Development at QTS Data Centers, Christopher leads data center development, specializing in corporate real estate, finance, and strategic acquisitions. He is an alumnus of Florida State University with a degree in Finance and Real Estate and is a speaker at industry conferences on data center design and engineering.

Public information regarding Christophers personal hobbies is limited, but a wedding registry indicates he was married in June 2024 in Denver, CO. His professional interests include major technology firms like Microsoft and Oracle, key players within the data center ecosystem.

His social media activity is almost entirely dedicated to team growth, consistently posting about hiring opportunities on his property development team at QTS.

## 👉 Personality Overview

Systematic      Price-Sensitive      Not Easily Convinced

They prefer to fully evaluate every situation. They generally do not appreciate an overfriendly approach and prefer to stay to-the-point. It is quite likely of them to ask for pricing or other concessions.

## 👉 Topics They Care About

**Data Center Development**  
His entire career is focused on data center development, including his current SVP role where he manages acquisitions, due diligence, and ground-up construction.

**Real Estate Strategy**  
Manages a large, ever-growing real estate pipeline and portfolio for QTS, requiring expertise in acquisitions, transactions, and investment strategies.

**Team Building**

His recent professional activity consistently centers on recruiting new talent and expanding his property development team, indicating a key focus on growth and hiring.

### Data Center Permitting

Has spoken at industry events on the topic of driving certainty into the permitting process for large, complex data center projects on the East Coast.

### Florida State Seminoles

[Predicted] As an alumnus of Florida State University, he likely has an affinity for their collegiate sports teams.



## Media Appearances

Christopher has no verified media appearances

## Work History

- 11-2025  
Senior Vice President, Development at QTS Data Centers
- 1-2024 - 10-2025  
Vice President at QTS Data Centers
- 9-2022 - 12-2023  
Director of Development at QTS Data Centers
- 7-2021 - 9-2022  
Director, Strategy and Development at STACK INFRASTRUCTURE
- 11-2020 - 7-2021  
Director Of Development at CenterPoint Integrated Solutions

## Education

- 2008 - 2013  
Bachelor's degree from Florida State University

## More Information

### Social Presence :



### Prographics :

Exp : **11** Location : **Denver Metropolitan Area, United States** Job Level : **Leadership**

Designation : **Senior Vice President, Development at QTS Data Centers**

# Insights For Selling To Christopher

## 👉 During A Call Or A Meeting

### DO's

- If you have a lower priced product compared to the competition, call out the same
- Emphasize on objective proof of ROI, help them do a thorough evaluation
- Emphasise more on facts and measurable benefits

### DONT's

- Avoid rushing them, be polite and patient
- Don't try to be too friendly or informal with them
- Avoid phrases like 'do not worry about', 'no one compares to' etc.

## 👉 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 Christopher, this is [user\_fname] at [user\_companynamewithfirsttwowords].

**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:** Objective

*Example: Getting personalization right, '40% increase' etc.*

**Salutation:** Yes (Something usual)

*Example: Use 'Hi' or only the first name*

**Greeting:** No

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

**Emojis/GIFs:**

**Bullet Points:** Recommended

**Closing Line:** Logically summarize/ask

*Example: Something like 'If these points make sense, shall we speak tomorrow?'*

**Complimentary Close:** None or formal

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

**Tone of Words:** Objective, informational

**Overall Messaging:** Focused on allaying doubts and ROI

**Length of Mail:** Short

*Example: Ideally upto 100-120 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Christopher is

- *Ensuring that the product delivers ROI, cost-effective pricing and process compliance are very important for them.*

Will you ever get a clear answer from Christopher

- *It doesn't come naturally to them but they can say no if they are not convinced.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Christopher Move?

- *If they have the information that they need, they can move fast at making their decisions.*

Can Christopher Take Some Risk Or Not?

- *If they believe that they have analyzed the situation well, they can take a little risk.*

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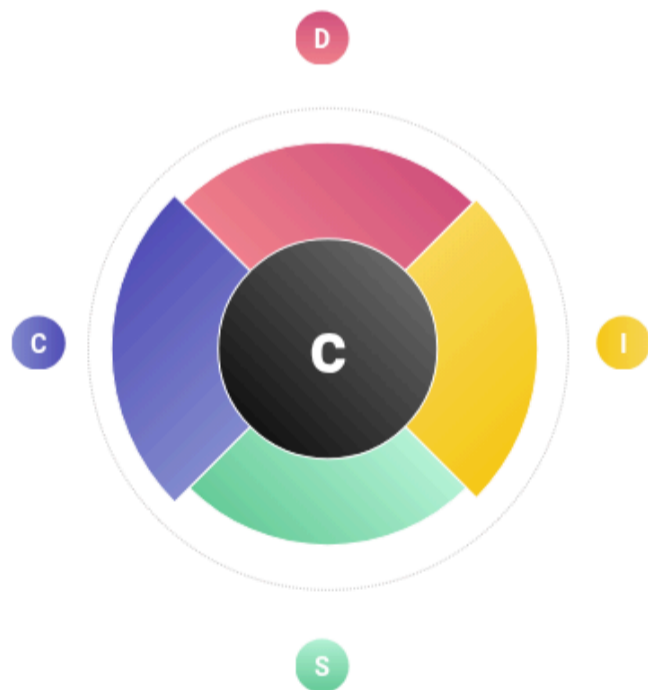
## You And Christopher

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Christopher'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.