



## CONOR MALONE

**Questioner**  
DISC Type : c

**Senior Audit Associate at KPMG Ireland**  
Galway Metropolitan Area, Ireland

### Overview

Conor is an ACA exam-qualified Senior Audit Associate at KPMG with over three years of experience. A University of Galway graduate, he specializes in audit procedures and financial compliance for clients across diverse sectors including medtech, manufacturing, retail, and real estate.

He was a two-time recipient of the University Scholar Award, recognizing him for his aggregate exam results in both his first and second years of university.

### 👉 Personality Overview

Price-Sensitive      Value Seeker      Not Easily Convinced

While they don't hesitate to ask questions, they are generally risk-averse and tend to be late adopters. It is quite likely of them to ask for pricing or other concessions. They generally do not appreciate an overfriendly approach and prefer to stay to-the-point.

### 👉 Topics They Care About

- Financial Auditing**  
Possesses over three years of experience at KPMG, honing his expertise in audit procedures, financial statement preparation, and regulatory compliance.
- Medtech & Real Estate**  
Has gained valuable industry-specific skills and insights by working directly with KPMG clients in the medtech, manufacturing, and real estate sectors.
- Accounting Quality**  
His profile highlights a deep professional commitment to detail and quality, which are key drivers in the field of accounting and audit.
- Connacht Rugby**

[Predicted] Based on his location and education in Galway, he may follow the local professional rugby team.

### Galway GAA

[Predicted] Given his connection to Galway through university and work, he might have an interest in the local Gaelic football and hurling teams.



## Media Appearances

Conor has no verified media appearances

## Work History

- 10-2025  
Senior Audit Associate at KPMG Ireland
- 10-2022 - 10-2025  
Audit Associate at KPMG Ireland
- 7-2022 - 9-2022  
Server at Jack Astor's Bar and Grill
- 1-2020 - 6-2020  
Audit Intern at KPMG Ireland
- 5-2019 - 8-2019  
Server at Bubba Gump Shrimp Co.

## Education

- 2021 - 2022  
Master's degree from University of Galway
- 2017 - 2021  
Bachelor of Commerce - BCom from University of Galway

## More Information

### Social Presence :



### Prographics :

Exp : 5   Location : **Galway Metropolitan Area, Ireland**   Job Level : **N/A**   Designation : **Senior Audit Associate at KPMG Ireland**

## Insights For Selling To Conor

### 👉 During A Call Or A Meeting

#### DO's

- Share as much information as possible regarding your product
- Back up any claims with data and numbers
- If you have a lower priced product compared to the competition, call out the same

#### DONT's

- Don't try to be too friendly or informal with them
- Don't depend too much on anecdotal evidence, it reduces their confidence
- 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 Conor, 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:** 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 Conor 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 Conor

- *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 Conor Move?

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

Can Conor Take Some Risk Or Not?

- *They can take some risk if they are confident that they have analyzed the circumstances well.*

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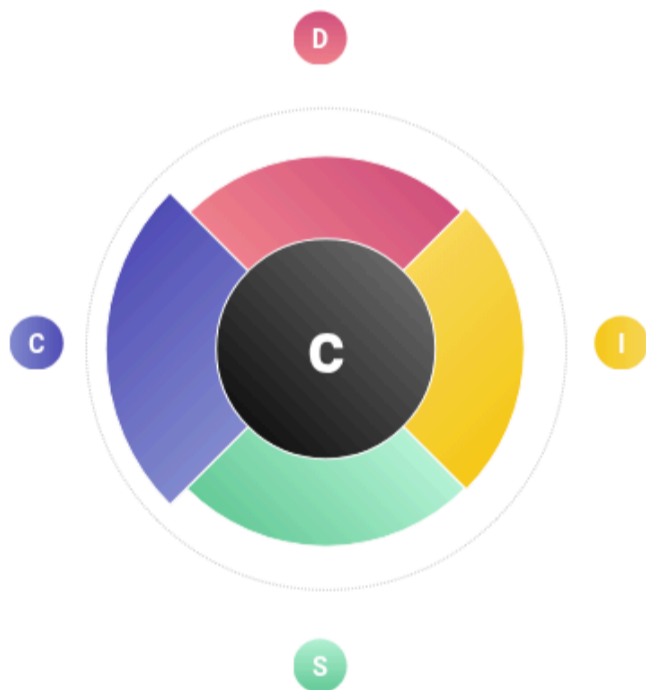
## You And Conor

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Conor'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.