



## DAMON PULLMAN

**Enthusiast**  
DISC Type : i

**Regional Business Director - Mountain West at Averitas Pharma**  
Mesa, Arizona, United States

### Overview

Damon has no verified overview

#### Personality Overview

**Non-Confrontational**

**Story Driven**

**Consensus Focused**

They are more about building relationships than just cutting deals. Unlike D or C types, they are convinced more by stories and testimonials. They agree with others often, so exercise caution when relying on their word.

#### Topics They Care About

Damon has no verified topics they care about

### Media Appearances

Damon has no verified media appearances

### Work History

- 1-2024  
Regional Business Director - Mountain West at Averitas Pharma
- 6-2022 - 12-2023  
Regional Sales Manager at Impel Pharmaceuticals
- 10-2021 - 6-2022  
Chief of Staff - Commercial Transformation at Ashfield, part of UDG Healthcare
- 6-2018 - 10-2021  
Institutional Regional Business Manager - Neurology/Pulmonology/Psychiatry at Sunovion Pharmaceuticals
- 10-2017 - 6-2018

### Education

- 5-2021 - 5-2023  
Master's degree from Gonzaga University School of Leadership Studies

## More Information

### Social Presence :



### Prographics :

Exp : **8** Location : **Mesa, Arizona, United States** Job Level : **Mid-senior**

Designation : **Regional Business Director - Mountain West at Averitas Pharma**

## Insights For Selling To Damon

### 👉 During A Call Or A Meeting

#### DO's

- Speak from experience about success that the product has seen with other customers
- Give them the opportunity to lead the conversation where possible
- Refer to interesting customer testimonials and stress on great customer experience

#### DONT's

- Don't be too formal with them, they trust informality more
- Don't be excessively objective, be like a storyteller with them
- Don't ask too many questions in one go, weave them into the flow

## 👉 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 Damon, [user\_fname] here at [user\_companynamefirsttwowords] 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:** Damon, 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:** Personalized, catchy

*Example: John, is this interesting?', 'Increasing sales conversion, together!' etc.*

**Salutation:** Yes (Something casual)

*Example: Use 'Hi', 'Hey' etc. (along with the first name)*

**Greeting:** Yes (Say something interesting/unusual)

*Example: Use unusual lines, like 'This has been quite a week', 'What a game yesterday' etc.*

**Emojis/GIFs:**

**Bullet Points:** Avoid

**Closing Line:** Build excitement

*Example: Something like 'So John, lets get the ball rolling?'*

**Complimentary Close:** Unique, pleasant

*Example: Something like 'Excited!', 'To a great partnership!' etc.*

**Tone of Words:** Friendly, first-person

**Overall Messaging:** Focused on the person and relationship

**Length of Mail:** Long

*Example: Maximum upto 150 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Damon is

- *Relationships and rapport matter to them, but so does the value of the product.*

Will you ever get a clear answer from Damon

- *They probably won't say no directly.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Damon Move?

- *They are not the ones to make fast decisions, even while they stay committed.*

Can Damon Take Some Risk Or Not?

- *If it seems really necessary, they can take small risks.*

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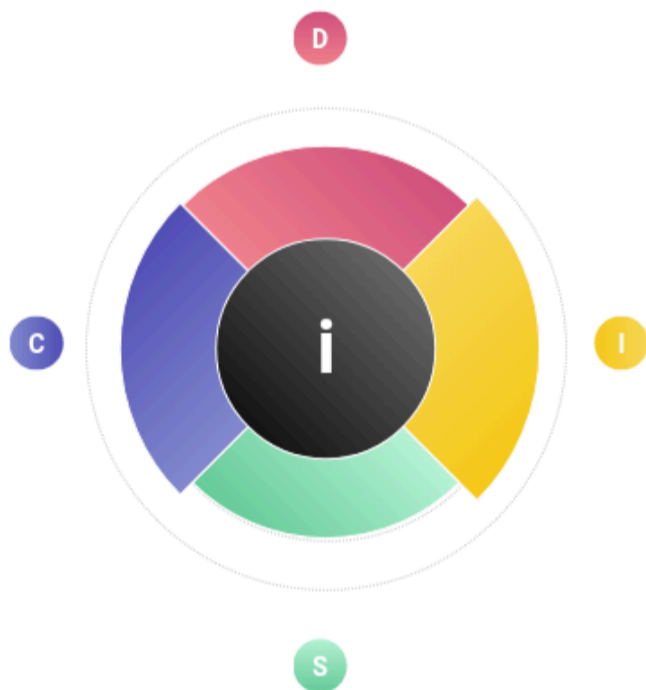
## You And Damon

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Damon'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.