



DAN D.

Inquirer
DISC Type : cd

Cyber Security and Compliance Lead at 14IP
York, England, United Kingdom

Overview

As the Cyber Security & Compliance Lead at 14IP, Dan specializes in Unified Communications and large-scale Cisco BroadWorks platforms. He holds multiple expert certifications from Cisco and a Bachelor of Science from The Manchester Metropolitan University, with a passion for designing innovative and effective systems.

He earned a First Class Honours degree and a Level 6 Apprenticeship distinction while working full-time.

👉 Personality Overview

ROI Conscious Upfront Judgemental

They respond well to confident salespeople. They care equally about the product and its potential impact. They can be nudged to make faster decisions by offering what they value.

👉 Topics They Care About

- Cyber Security & Compliance**
As the lead in this area for 14IP, he also focused his First Class Honours degree on Cyber Security Analysis.
- Unified Communications**
He is passionate about this field and has managed a Cisco BroadWorks platform for over 140,000 users across multiple continents.
- Professional Certifications**
He frequently shares achievements in obtaining new certifications, including advanced credentials for Cisco BroadWorks and Webex Contact Center, demonstrating a commitment to continuous learning.
- Cost-Saving Automation**

He has built and deployed VXML/CCXML applications specifically designed to deliver cost-saving automations for his company.

Cloud Infrastructure

His background includes deploying and maintaining all the underlying virtual infrastructure required to facilitate a multi-continent telephony platform.



Media Appearances

Dan has no verified media appearances

Work History

- 3-2026
Cyber Security and Compliance Lead at 14IP
- 1-2020 - 3-2026
Senior Infrastructure Engineer at 14IP
- 1-2019 - 1-2020
Technical Support Engineer at 14IP
- 10-2013 - 5-2016
IT Assistant at Eavesway Travel Ltd

Education

- 9-2018 - 6-2022
Bachelor of Science - BS from The Manchester Metropolitan University
- 2013 - 2015
A Levels from Winstanley College

More Information

Social Presence :



Prographics :

Exp : **9** Location : **York, England, United Kingdom** Job Level : **Middle**

Designation : **Cyber Security and Compliance Lead at 14IP**

Insights For Selling To Dan

👉 During A Call Or A Meeting

DO's

- Be crisp while making the pitch
- Make sure that they have the necessary authority, they could present false stature sometimes
- Ask them questions confidently while doing discovery, don't be apologetic

DONT's

- Don't try to be an alpha salesperson, give them equal space
- Don't expect them to change their mind quickly if they say no once
- Avoid repeating yourself or making generalizations

👉 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 Dan, 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: 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 Dan is

- *Confidence in the product plays an important role, followed by powerful testimonials.*

Will you ever get a clear answer from Dan

- *They might hesitate a little, but they will say no if they are not convinced.*

Insights For Deal Planning

How Fast (Or Slow) Will Dan Move?

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

Can Dan Take Some Risk Or Not?

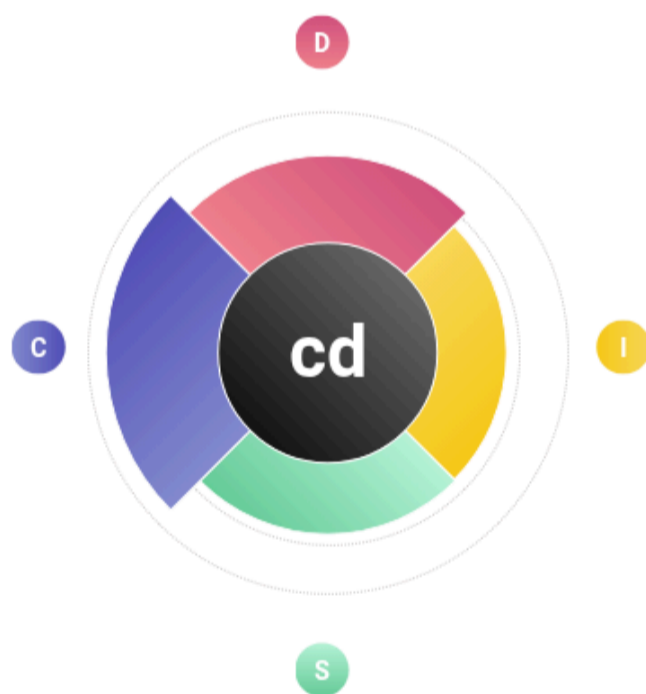
- *Once they have analyzed the pros and cons, they can take some risks.*

You And Dan

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Dan'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.

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.