



## DAN DELGADILLO

Examiner

DISC Type : cs

Executive Vice President, Managing Director at Northwest Bank  
Columbus, Ohio, United States

### Overview

Dan has no verified overview

#### 👉 Personality Overview

Tough To Convince

Unexpressive

Overcautious

They are quite aware of their needs and limitations, so they are unlikely to over-promise. They are heavily focused on quality and prefer doing things the right way, even if it takes time. The only way to convince them is by showing them examples and ample proof.

#### 👉 Topics They Care About

Dan has no verified topics they care about

### Media Appearances

Dan has no verified media appearances

### Work History

- 4-2023  
Executive Vice President, Managing Director at Northwest Bank
- 1-2019 - 5-2023  
Managing Director, co-Head Byline Sponsor Finance at Byline Bank
- 11-2015 - 5-2023  
Senior Vice President at Byline Bank
- 3-2013 - 11-2015  
Vice President at TCF Capital Funding
- 9-2012 - 2-2013  
Interim President at Mid America Bank

### Education

- 1999 - 2003  
Economics from Santa Clara University Leavey School of Business
- Education details unavailable from Marquette University High School

## More Information

Social Presence :



Prographics :

Exp : 22 Location : Columbus, Ohio, United States Job Level : Leadership

Designation : Executive Vice President, Managing Director at Northwest Bank

## Insights For Selling To Dan

### 👉 During A Call Or A Meeting

#### DO's

- First of all, focus on building their confidence by sharing examples, case studies etc.
- Ask them which other stakeholders would be important for this purchase decision
- Expect them to be vague in response to your questions, ask firmly and pointedly

#### DONT's

- Don't rely on relationship building even if they act pleasantly
- Don't push them too hard to make fast decisions, give them time
- Don't be very accepting if that is your natural style, stay firm

## 👉 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:** 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 Dan is

- For them, low risk and acceptance by others are very important, followed by proof of ROI.

Will you ever get a clear answer from Dan

- They are unlikely to say no, it's better to stop yourself once you have exhausted all the options.

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## Insights For Deal Planning

How Fast (Or Slow) Will Dan Move?

- They do not like to take decisions in a hurry, so they could be slow in making their mind up.

Can Dan Take Some Risk Or Not?

- They are low on risk-appetite and prefer to make informed decisions.

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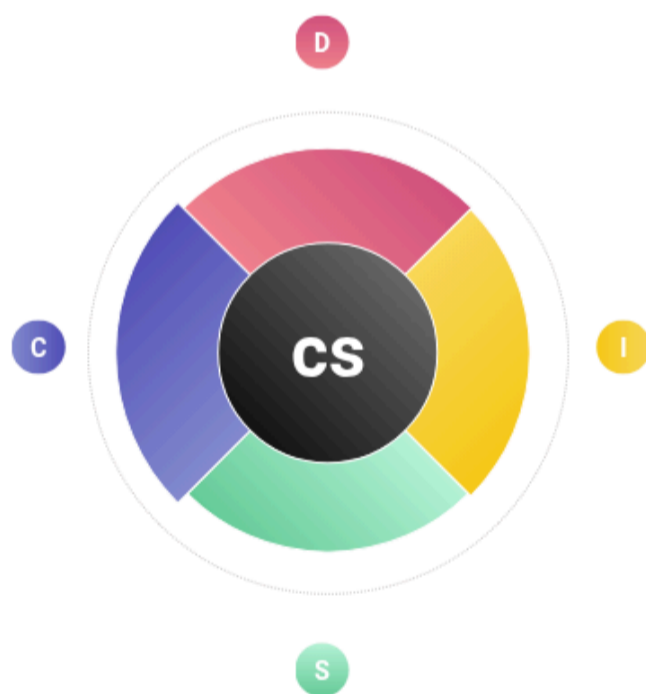
## You And Dan

### Personality Compatibility

Not enough data to show compatibility comparison

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## 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.

### 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.