



# DANIEL CONOLLY

**Questioner**  
DISC Type : c

**Operations and I.T. Manager at Century HVAC Distributing**  
Dallas-Fort Worth Metroplex, United States

## Overview

Daniel Conolly is the Vice President of Operations at Century HVAC Distributing, with over 20 years of experience in the industry. His expertise covers leadership, talent development, and streamlining efficiencies across both operations and IT management. He also holds a HARDI Branch Manager Certification.

He possesses a unique and well-rounded skill set, having held a combined role as Operations and I. T. Manager, demonstrating a strong command of both logistical and technical domains.

### Personality Overview

**Systematic**      **Cautious & Analytical**      **Price-Sensitive**

They prefer to analyze every situation thoroughly. While they don't hesitate to ask questions, they are generally risk-averse and tend to be late adopters. They generally do not appreciate an overfriendly approach and prefer to stay to-the-point.

### Topics They Care About

- HVAC Distribution**  
His entire 20+ year career has been dedicated to HVAC distribution, managing inventory, equipment lines, and operational growth for Century HVAC.
- Operational Efficiency**  
A core focus of his career is on process improvement, managing warehouse operations, and streamlining efficiencies to improve the customer experience.
- Talent Development**  
Describes himself as a "servant leader" and has a background that includes developing talent, on-boarding new employees, and student recruiting.

### IT Integration


His experience as an I. T. Manager shows an interest in integrating technology, such as warehouse management systems, to drive operational performance.

### Houston Sports

[Predicted] Based on his long-standing career in the Houston area, he may follow local professional sports teams like the Texans, Astros, or Rockets.




## Media Appearances

 Meet the leaders of the Century family. Featured in Century HVAC Distributing – Official Website

[Read Now](#)

Article

 Century HVAC Distributing Improves Automation and Visibility with B2B eCommerce Platform. Featured in 24-7 Press Release

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Article

## Work History

- 6-2002  
Operations and I.T. Manager at Century HVAC Distributing
- 6-2002  
Vice President of Operations at Century HVAC Distributing
- 6-2002 - 2-2023  
York Product Manager at Century A/C Supply
- 6-2002 - 2-2023  
Operations Manager at Century A/C Supply

## Education

- 2000 - 2004  
Education details unavailable from Cypress Springs High School

## More Information

### Social Presence :



### Prographics :

Exp : **23** Location : **Dallas-Fort Worth Metroplex, United States** Job Level : **Middle**

Designation : **Operations and I.T. Manager at Century HVAC Distributing**

# Insights For Selling To Daniel

## 👉 During A Call Or A Meeting

### DO's

- Keep some extra margin in hand as they will likely negotiate the pricing
- Emphasise more on facts and measurable benefits
- Emphasize on objective proof of ROI, help them do a thorough evaluation

### DONT's

- Avoid rushing them, be polite and patient
- Don't overhype the product/pitch, keep it measured
- Don't try to be too friendly or informal with them

## 👉 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 Daniel, 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 Daniel is

- *Confidence that the product provides ROI, effective pricing and process adherence matter the most to them.*

Will you ever get a clear answer from Daniel

- *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 Daniel Move?

- *They can move at a reasonable pace while making their decisions if they have the necessary information.*

Can Daniel Take Some Risk Or Not?

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

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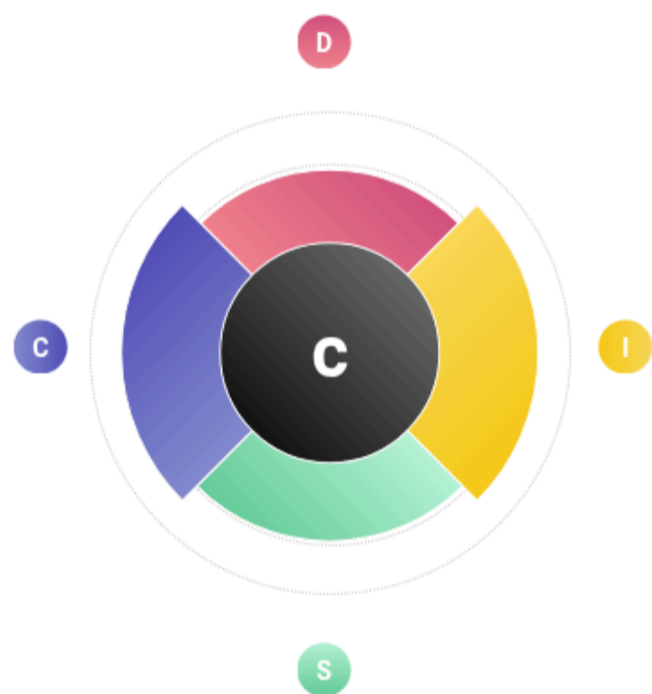
## You And Daniel

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Daniel'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.