



# DANIEL DIANICH

**Observer**  
DISC Type : ci

**Director of Deployment at myKaarma**  
Long Beach, California, United States

## Overview

Daniel has no verified overview

### Personality Overview

**Value Driven**   **Assertive**   **Curious**

They are generally good communicators and can be hard to convince. They can sound friendly and charming but can quickly change gears to become inquisitive and probing. They often ask many questions and rely heavily on information and documentation.

### Topics They Care About

Daniel has no verified topics they care about

## Media Appearances

Daniel has no verified media appearances

## Work History

- 5-2022  
Director of Deployment at myKaarma
- 8-2019 - 5-2022  
Project Manager at myKaarma
- 9-2016 - 8-2019  
Senior Implementation Manager at myKaarma
- 8-2015 - 9-2016  
Manager of Business Development at Roo App
- 10-2014 - 6-2015  
Account Executive at Yelp

## Education

- 2010 - 2014  
Bachelor of Science (BS) from University of California, Riverside

## More Information

Social Presence :



Prographics :

Exp : **12** Location : **Long Beach, California, United States** Job Level : **Mid-senior**

Designation : **Director of Deployment at myKaarma**

## Insights For Selling To Daniel

### 👉 During A Call Or A Meeting

#### DO's

- Be prepared for a lot of questions, answer them objectively
- Help them realize that there is no personal risk in making this decision
- Share testimonials from known people and give multiple examples of product value

#### DONT's

- Avoid making offhand commitments
- Don't try to rush them into a decision, provide all necessary information first
- Don't be too objective but make sure to pad your storytelling with data points

## 👉 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:** Exciting but objective

*Example: Making it personalized', 'Changing how to sell' etc.*

**Salutation:** Yes ( Something usual)

*Example: Use 'Hi' (along with the first name)*

**Greeting:** No

*Example: Skip usual lines like 'I hope you are doing well'*

**Emojis/GIFs:**

**Bullet Points:** Could use

**Closing Line:** Logically summarize, keep high energy

*Example: Something like 'If these points make it clear, lets wrap this up at 11am?'*

**Complimentary Close:** Unique or standard

*Example: Something like 'Looking forward!', 'To new beginnings!' etc.*

**Tone of Words:** Confident, informational

**Overall Messaging:** Focused on generating excitement while staying objective

**Length of Mail:** Medium

*Example: Ideally upto 120-130 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Daniel is

- *Clear proof of product value matters to them, followed by others' testimonials and rapport.*

Will you ever get a clear answer from Daniel

- *They are practical and friendly, don't expect a clear-cut response often.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Daniel Move?

- *They like to perform full analysis and can take time to make any decision.*

Can Daniel Take Some Risk Or Not?

- *They systematically evaluate all decisions and are unlikely to take many risks.*

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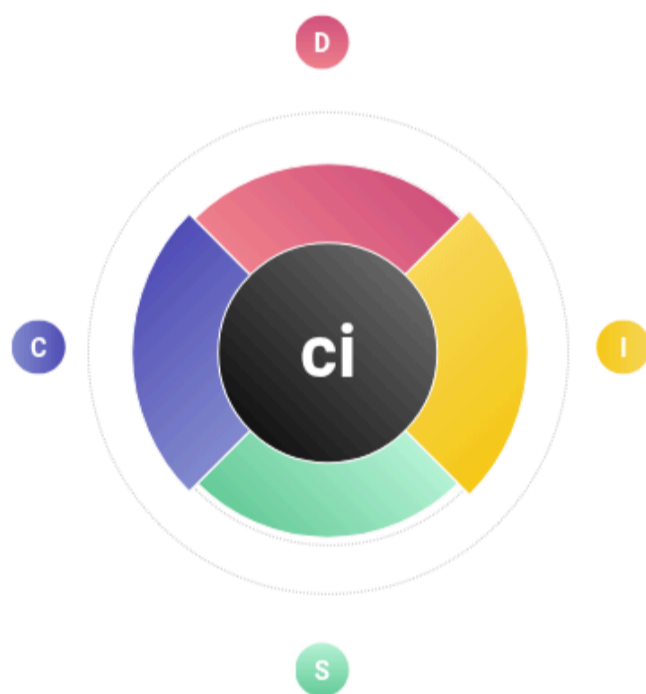
## You And Daniel

### 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.

### **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.