



## DANIEL DUHN

**Doer**  
DISC Type : sd

**Branch Manager at Monroe Tractor & Implement Co.**  
Westborough, Massachusetts, United States

### Overview

Daniel has no verified overview

#### 👉 Personality Overview

Results Focused      Deliberate Doer      Long-term Focused

They are very professional in their approach and can weigh multiple perspectives together. Reading between the lines and seeing beyond your words comes naturally to them. They might take some time to make their mind up but once they do, they don't change it easily.

#### 👉 Topics They Care About

Daniel has no verified topics they care about

### Media Appearances

Daniel has no verified media appearances

### Work History

- 1-2020  
Branch Manager at Monroe Tractor & Implement Co.
- 5-2017 - 12-2019  
Heavy Equipment Service Manager at Monroe Tractor & Implement Co.
- 2007 - 2017  
Heavy Equipment Service Manager at CASE of New England, A Sunbelt Rentals Company:
- 4-2005 - 2007  
Heavy Equipment Parts/Service Manager at Nations Rent CASE
- 2001 - 2004  
Heavy Equipment Parts Manager at GOODALL & SONS TRACTOR CO INC

### Education

- 9-1989 - 7-1993  
Agricultural Mechanics and Landscape from Norfolk County Agricultural High School

## More Information

Social Presence :



Prographics :

Exp : **25** Location : **Westborough, Massachusetts, United States** Job Level : **Middle**

Designation : **Branch Manager at Monroe Tractor & Implement Co.**

## Insights For Selling To Daniel

### 👉 During A Call Or A Meeting

#### DO's

- During followups, use phone or text if needed, they should be fine
- Use phrases like 'your team deserves', 'best in class' etc.
- You can spend time on BANT (or other qualification methodology) but keep it to the point

#### DONT's

- Don't shy away from asking hard questions, but be extra polite
- Don't take their patience for granted, avoid long-winding sermons
- Don't get into pricing discussions early on, steer conversation towards proven results

## 👉 When Cold Calling

### Insights

**Pattern Interrupt:** Confident style, with a mix of informality and formality gets their attention.

**Pace:** Speak slightly fast. Sound like a 'gets shit done' person.

**Tone:** Do not sound too eager, as if you have met a friend suddenly after a long time. Keep the tone calm but confident.

**Tactics To Win:** Strong words, focus on results, respectful confidence

**Mistakes To Avoid:** Apologizing, nervousness, information overload, social proof

**Making The Ask:** Confidently, ask for 10-15 minutes. Allude to the results and outcomes that are possible. They care about the ends more than the means.

**Subconscious Driver:** Results and outcomes are what matter to them. Any credible shot at getting results will appeal to them quickly.

### Script

**Greeting:** Daniel, this is [user\_fname] at [user\_companynamewordstwowords].

**Opener:** In 30 seconds if I could share how 100% of your sellers could kick ass this year, can I go for it?

**Introduction:** We have built an AI that predicts exactly what would matter to your buyer before you even meet them.

**Ask:** Can I put 15 minutes on your calendar to show you how this changes outcomes for you?

**Close:** [time1] on [date1] sounds good? Or would you prefer [time2] on [date2]? And [prospect\_email] works well?

## 👉 When Writing An Email

**Subject:** To the point, formal

*Example: Personalized sales funnel', 'Sales conversion' etc.*

**Salutation:** No

*Example: Skip 'Hi', 'Hey' etc., use only the first name*

**Greeting:** No

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

**Emojis/GIFs:**

**Bullet Points:** Could use

**Closing Line:** Formally state your ask

*Example: Something like 'If you are available tomorrow, shall we discuss this?'*

**Complimentary Close:** None or standard

*Example: Something simple like 'Thanks', 'Regards', or nothing at all.*

**Tone of Words:** Confident with a formal touch

**Overall Messaging:** Focused on output

**Length of Mail:** Short

*Example: Maximum upto 100-120 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Daniel is

- *Strong proof of impact and their conviction will matter the most, but they wouldn't want to act unilaterally either*

Will you ever get a clear answer from Daniel

- *They will say no if they are not convinced but you will have to prompt them.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Daniel Move?

- *They will want to understand things well but can move fast once they have a clear picture.*

Can Daniel Take Some Risk Or Not?

- *They have good risk tolerance but are likely to think it through once or twice.*

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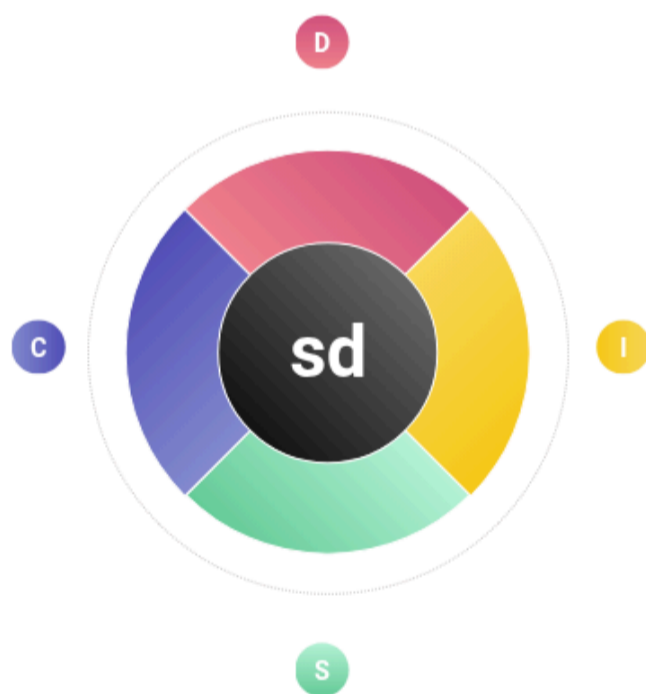
## You And Daniel

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Daniel's Key Traits



### 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.

### 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.