



DANIEL ILES

Go-getter
DISC Type : d

SDR Manager at PayFit
London, England, United Kingdom

Overview

Daniel Iles is an SDR Manager at PayFi, specializing in automated payroll solutions. He has progressed rapidly through the company from an SDR role and is described by colleagues as "personable" and "determined. " Daniel holds a Bachelor of Arts in Theological Studies and Ethics from The University of Manchester.

He is interested in the logistics and transport sector, following companies such as UPS and Transport for London.

Unique fact: His academic background is in theology and ethics, providing a unique perspective in his tech sales career.

👉 Personality Overview

Challenger

Decisive

Vision Oriented

They don't always try to control the conversation but neither do they like yielding it fully. They respond well to confident salespeople. They care equally about the product and its potential impact.

👉 Topics They Care About

Sales Development

His entire career has been focused on sales development, progressing from an SDR to SDR Manager and achieving 117% of his annual quota in a prior role.

Payroll Automation

He works for PayFi, a company that digitizes and simplifies payroll, and his headline identifies him as an "Automated Payroll Specialist. "

Employee Benefits

Shared content highlighting that great benefits, especially health insurance, are a key way to support and care for a team, not just perks.

Theology & Ethics

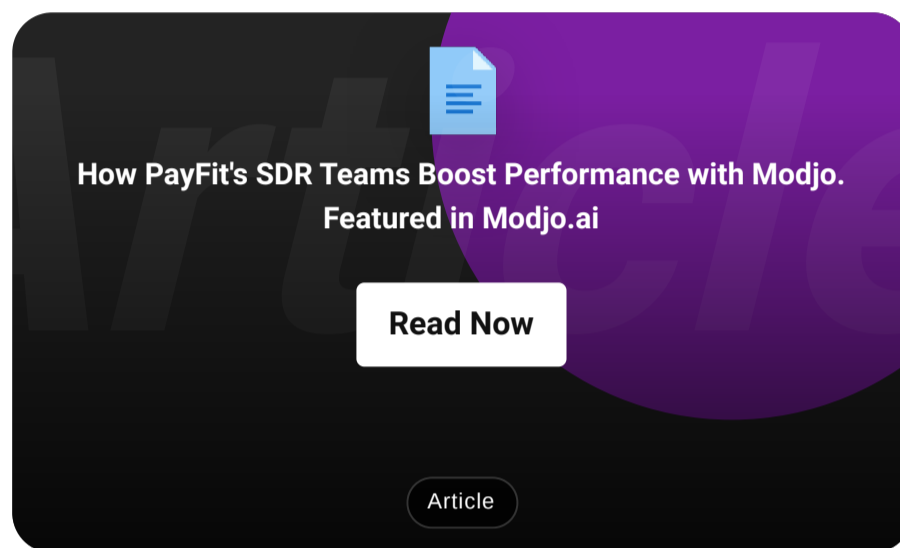
He earned a Bachelor of Arts degree in Theological Studies and Ethics from The University of Manchester.

Logistics & Transport

His profile indicates a professional interest in major industry players like UPS and Transport for London.



Media Appearances



Work History

- 4-2026
SDR Manager at PayFit
- 6-2025 - 4-2026
SDR Team Lead at PayFit
- 11-2024 - 6-2025
Senior SDR at PayFit UK
- 4-2024 - 11-2024
SDR at PayFit UK
- 9-2021 - 12-2023
Sales Development Representative at Blink - The Frontline App

Education

- 9-2017 - 4-2020
Bachelor of Arts - BA from The University of Manchester
- 2011 - 2016
Education details unavailable from Shrewsbury School

More Information

Social Presence :



Prographics :

Exp : 5 Location : London, England, United Kingdom Job Level : Middle Designation : SDR Manager at PayFit

Insights For Selling To Daniel

👉 During A Call Or A Meeting

DO's

- Stress on the business value that your product offers
- 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 expect them to change their mind quickly if they say no once
- Don't try too hard to get friendly, let it happen with time
- Do not give up if they are not convinced, try again with a different approach

👉 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

Example: Personalization', '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: 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: Skip 'Warm regards', 'Best wishes' etc., just write your name

Tone of Words: Confident, challenging

Overall Messaging: Focused on results

Length of Mail: Very Short

Example: Less than 75 words

👉 While Negotiating & Closing

The secret to closing fast with Daniel is

- *Belief in the product plays an important role, followed by objective proof and testimonials.*

Will you ever get a clear answer from Daniel

- *They may hesitate slightly, but if they are not convinced, they will say no.*

Insights For Deal Planning

How Fast (Or Slow) Will Daniel Move?

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

Can Daniel Take Some Risk Or Not?

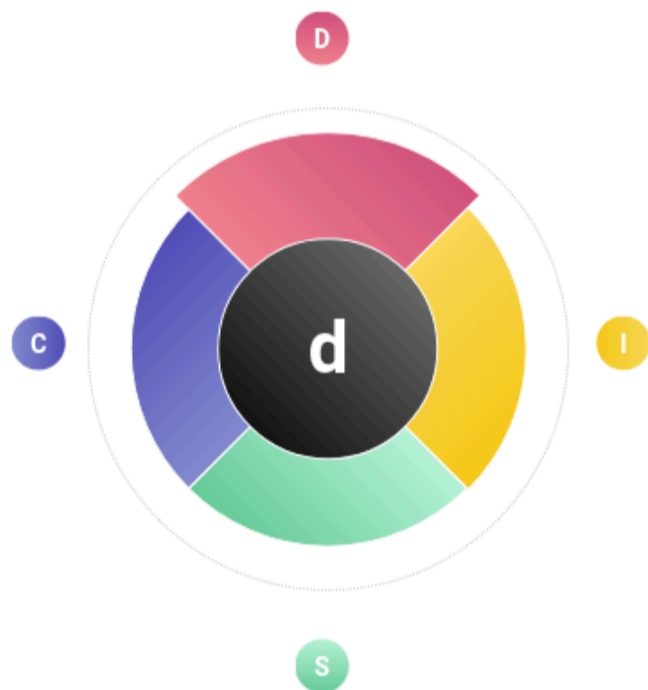
- *They can take risks only after they have analyzed the advantages and disadvantages.*

You And Daniel

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Daniel's Key Traits



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.