



# DANILO RODIL

**Commander**  
DISC Type : D

**Diretor de vendas e Desenvolvimento da rede at GAC MOTOR**  
São Paulo, Brazil

## Overview

Danilo has no verified overview

### 👤 Personality Overview

**Strong-Willed**      **Candid & Clear**      **Risk-Taker**

They like to be in a position where they can control the conversation and terms. They respond better to strong and respectful interactions. They are very proud of what they do.

### 👤 Topics They Care About

Danilo has no verified topics they care about

## Media Appearances

Danilo has no verified media appearances

## Work History

- 11-2024  
Diretor de vendas e Desenvolvimento da rede at GAC MOTOR
- 9-2022  
Board Club Member at Board Club
- 4-2022  
Open Mind Member at Open Mind
- 4-2024 - 7-2024  
Range Rover & Jaguar General Brand Manager (House of Brands) at Jaguar Land Rover Brazil
- 6-2018 - 4-2024  
Sales Director at Jaguar Land Rover Brazil

## Education

- 2010 - 2012  
Master's Degree from Insper Instituto de Ensino e Pesquisa
- 8-2022 - 8-2022  
Postgraduate Degree from Celint

## More Information

Social Presence :



Prographics :

Exp : **10** Location : **São Paulo, Brazil** Job Level : **N/A**

Designation : **Diretor de vendas e Desenvolvimento da rede at GAC MOTOR**

## Insights For Selling To Danilo

### 👉 During A Call Or A Meeting

#### DO's

- Refer to testimonials from well-known industry leaders
- Speak about competitive differentiation that your product offers
- When negotiating terms, help them build an impression that they are the ones calling the shots

#### DONT's

- Do not back off when challenged, respond with a confident, objective answer instead
- Don't take too much time in sending them information if they ask for any
- Do not hesitate from asking counter questions, just avoid challenging their authority

## 👉 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:** Danilo, 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 Danilo is

- *Conviction around the impact matters the most to them, followed by a sense of achievement and ROI.*

Will you ever get a clear answer from Danilo

- *If they are not convinced, they will say no without any hesitation.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Danilo Move?

- *They can take decisions very fast if you manage to convince them.*

Can Danilo Take Some Risk Or Not?

- *The risks don't matter much to them.*

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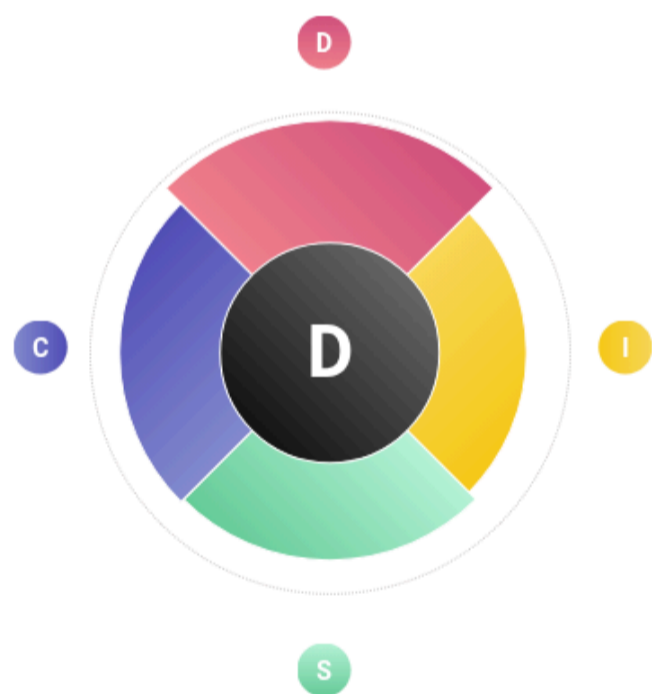
## You And Danilo

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Danilo'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.