



DARRELL HUBBARD

Evaluator
DISC Type : sdc

Design Technician at Builders FirstSource
Grand Junction, Colorado, United States

Overview

Darrell has no verified overview

Personality Overview

Quality Focused **Hard To Convince** **Thorough Evaluator**

They are not very likely to become strong advocates of your product or service. They focus on the results, but can still be quite procedural and analytical about how to get there. They have a unique set of diverse traits where they are decisive and methodical but can sometimes be extra cautious and skeptical.

Topics They Care About

Darrell has no verified topics they care about

Media Appearances

Darrell has no verified media appearances

Work History

- 3-2025
Design Technician at Builders FirstSource
- 10-2024 - 3-2025
Meat Cutter at Sam's Club
- 10-2024 - 1-2025
Under contract at Skyworks Solutions, Inc.
- 9-2021 - 7-2023
Sr.Staff Engineer at ZEKU Technologies
- 1-2017 - 2-2021
Staff Layout Design Engineer at Spreadtrum

Education

- 1982 - 1990
No degree from Idaho State University
- 1976 - 1979
graduate from Preston Senior High School

More Information

Social Presence :



Prographics :

Exp : 43 Location : **Grand Junction, Colorado, United States** Job Level : **N/A**

Designation : **Design Technician at Builders FirstSource**

Insights For Selling To Darrell

👉 During A Call Or A Meeting

DO's

- Keep a professional, business-like approach; especially if you tend to get informal quickly
- Be prepared for comments or questions that are critical of your product or your claims
- Showcase your competitive superiority clearly when possible or address it at the minimum

DONT's

- Don't focus on relationship, focus purely on the merit of your product
- Don't nudge them to do something by using the logic that others have done the same
- Avoid too much small talk, just a few formal pleasantries should be fine

👉 When Cold Calling

Insights

Pattern Interrupt: A polite and formal approach, that doesn't sound over-friendly or too aggressive makes it hard for them to say no to you.

Pace: Slow down a little bit, especially if you are fast usually. Sound like a 'calming break from the day' person.

Tone: Keep your tone calm and soothing, as if you are giving a stranger advice on a critical matter.

Tactics To Win: Use of social proof, FOMO, repeating their name

Mistakes To Avoid: Strong words, over-confidence, informal language

Making The Ask: Formally, respectfully request their time. They find it quite hard to say no (Compared to Dominant or Calculative types for eg)

Subconscious Driver: They are change-averse by default. Hence a FOMO laden pitch can jolt them into action.

Script

Greeting: Good morning/evening Darrell, how are you? This is [user_fname] at [user_companynamewordstwowords].

Opener: You are of course busy, would it be ok for me to take 30 seconds of your time to explain why I have called today?

Introduction: My company has built an AI that predicts prospect's personality and behavior so that you can start building trust from the very first second that you meet them.

Ask: Darrell, companies like [abc], [xyz] have found it to be invaluable and adopted it already, it would be ok perhaps to put 15 minutes on your calendar to share why this could be valuable for you.

Close: If you are a morning person, then how does Tues or Wed look at [time]? And your email ID is [prospect_email]?

👉 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 Darrell is

- *ROI matters the most to them, followed by process and finally proof of results*

Will you ever get a clear answer from Darrell

- *They might hesitate a little, but will go ahead and say no when necessary (or asked)*

Insights For Deal Planning

How Fast (Or Slow) Will Darrell Move?

- *They are unlikely to move very fast, especially when it comes to new products or services*

Can Darrell Take Some Risk Or Not?

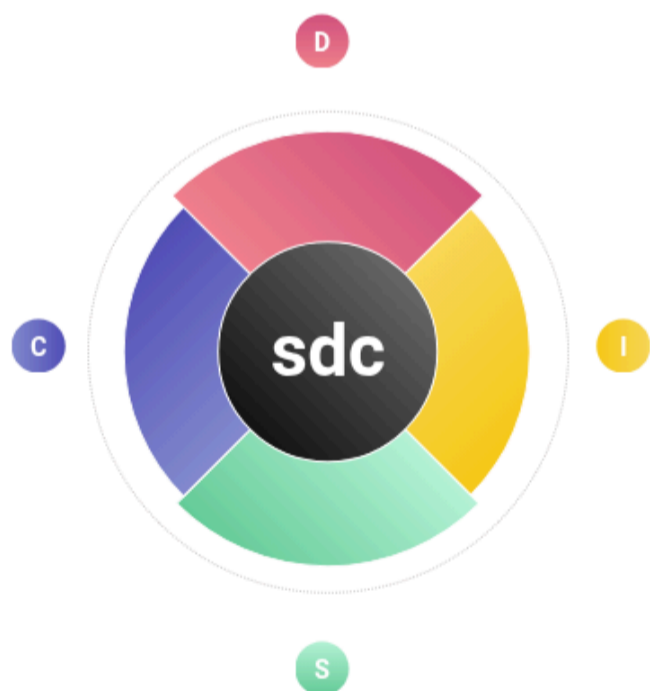
- *They have relatively low risk-appetite and are not very likely to go for something unproven and risky*

You And Darrell

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Darrell'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.

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.