



DAVE LEE

Judge
DISC Type : Dc

Chief Technology Officer at Kimbal
Singapore

Overview

Dave Lee is the Chief Technology Officer at Kimbal, bringing over 40 years of experience in AI, machine learning, and cellular technologies. A Senior Member of the IEEE and an executive education alumnus of MIT Sloan, he is also a Doctorate of Business Administration candidate. Colleagues describe him as a strategic thinker with vast technical knowledge.

He follows technological frontiers with great interest, particularly recent advancements in space exploration and the development of humanoid robotics. His public posts show a fascination with China's space program and new robots from companies like Xpeng and Tesla, indicating a passion for cutting-edge innovation.

Unique fact: Despite four decades of deep industry experience, he continues to pursue higher education as a doctoral candidate, blending immense practical knowledge with ongoing academic learning.

Personality Overview

Fast But Wary **Objective Thinker** **Features Driven**

They are not focused on building rapport and relationships. They are very proud of what they do. They like to be in a position where they can control the conversation and terms.

Topics They Care About

- New Energy Solutions**
In his role as CTO at Kimbal, he is focused on delivering global new energy solutions and building technology to support the energy transition journey.
- SEP Licensing Strategy**
He has deep expertise in Standard Essential Patents (SEP), specifically from the perspective of technology implementers, a core competency highlighted in his career.
- Space Exploration**

He actively shares posts and commentary on missions from China's space program, such as the Shenzhou spacecraft, indicating a strong personal interest in astronautics.

Humanoid Robotics

He follows the latest developments in humanoid robots, sharing content about cutting-edge models like Xpeng's IRON and Tesla's Optimus.

Cloud R&D

He is currently expanding his company's R&D cloud operations across multiple time zones and is actively recruiting senior talent for cloud-based database management.

Edge Intelligence

He has expressed a passion for making Edge Intelligence a successful technology for India, connecting a key tech trend with a national-level application.



Media Appearances

Dave has no verified media appearances

Work History

- 9-2025
Chief Technology Officer at Kimbal
- 3-2025 - 8-2025
Technology and Management Consultant at Kimbal
- 1-2004
Senior member at Institute of Electrical and Electronics Engineers
- 1-1985 - 1-2004
Member at Institute of Electrical and Electronics Engineers
- 3-2024
Director, Technology & IPR Consulting at AceCue LLP

Education

- Doctorate of Business Administration Candidate from Singapore Management University
- 2018 - 2018
Executive Education from MIT Sloan School of Management

More Information

Social Presence :



Prographics :

Exp : **40** Location : **Singapore** Job Level : **Leadership** Designation : **Chief Technology Officer at Kimbal**

Insights For Selling To Dave

👉 During A Call Or A Meeting

DO's

- Make sure that you circle back fast on any action items, it wins their trust
- Be respectful but crisp
- Get to the point quickly instead of spending time doing small talk

DONT's

- Do not back off when challenged, respond with a confident, objective answer instead
- Avoid being too verbose
- 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: Dave, 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, measured

Example: Will this work?', '6.2% revenue impact' etc.

Salutation: No

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

Greeting: No

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

Tone of Words: Confident, direct

Overall Messaging: Focused on measurable results

Length of Mail: Very Short

Example: Less than 100 words

👉 While Negotiating & Closing

The secret to closing fast with Dave is

- *Confidence in impact is paramount to them, followed by a sense of achievement and ROI.*

Will you ever get a clear answer from Dave

- *If they decide not to go ahead, they will say no without hesitation.*

Insights For Deal Planning

How Fast (Or Slow) Will Dave Move?

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

Can Dave Take Some Risk Or Not?

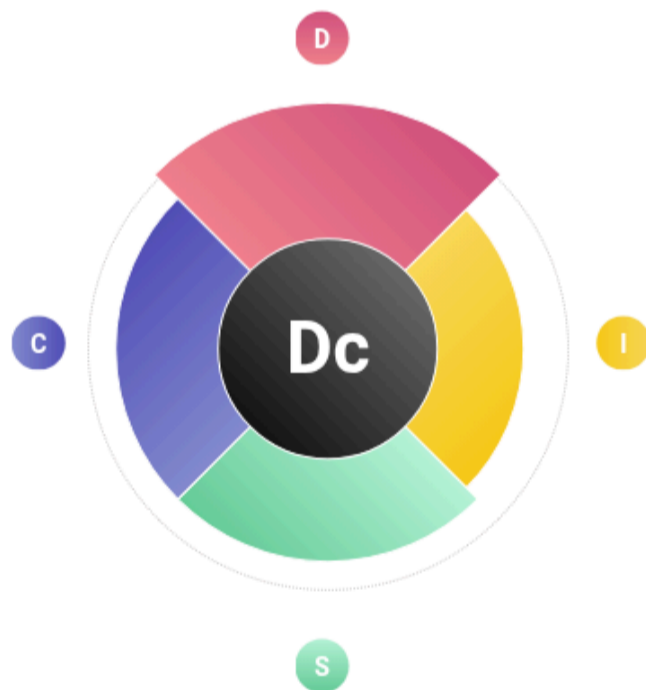
- *The risks don't matter much to them.*

You And Dave

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Dave'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.

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.