



DAVID BAILEY

Commander
DISC Type : D

Repairs Analyst at Notting Hill Genesis
London, England, United Kingdom

Overview

David has no verified overview

👤 Personality Overview

Risk-Taker **Decisive** **Strong-Willed**

They are very proud of what they do. They like to act fast and expect others to do the same. They like to be in a position where they can control the conversation and terms.

👤 Topics They Care About

David has no verified topics they care about

Media Appearances

David has no verified media appearances

Work History

- 11-2024 - 5-2025
Repairs Analyst at Notting Hill Genesis
- 9-2023 - 11-2024
Performance Analyst at Brent Council
- 6-2019 - 9-2023
Policy & Performance Analyst at The Hyde Group
- 5-2018 - 6-2019
Systems and Performance Analyst at Brent Council
- 5-2017 - 5-2018
Compliance Systems Analyst at Clarion Housing Group

Education

- 2000 - 2001
Certificate from The Open University
- 1990 - 1992
BTEC from Hackney Collage

More Information

Social Presence :



Prographics :

Exp : **N/A** Location : **London, England, United Kingdom** Job Level : **N/A**

Designation : **Repairs Analyst at Notting Hill Genesis**

Insights For Selling To David

👉 During A Call Or A Meeting

DO's

- Get to the point quickly instead of spending time doing small talk
- Speak about competitive differentiation that your product offers
- Refer to testimonials from well-known industry leaders

DONT's

- Do not hesitate from asking counter questions, just avoid challenging their authority
- Do not back off when challenged, respond with a confident, objective answer instead
- Avoid being too verbose

👉 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: David, 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 David 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 David

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

Insights For Deal Planning

How Fast (Or Slow) Will David Move?

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

Can David Take Some Risk Or Not?

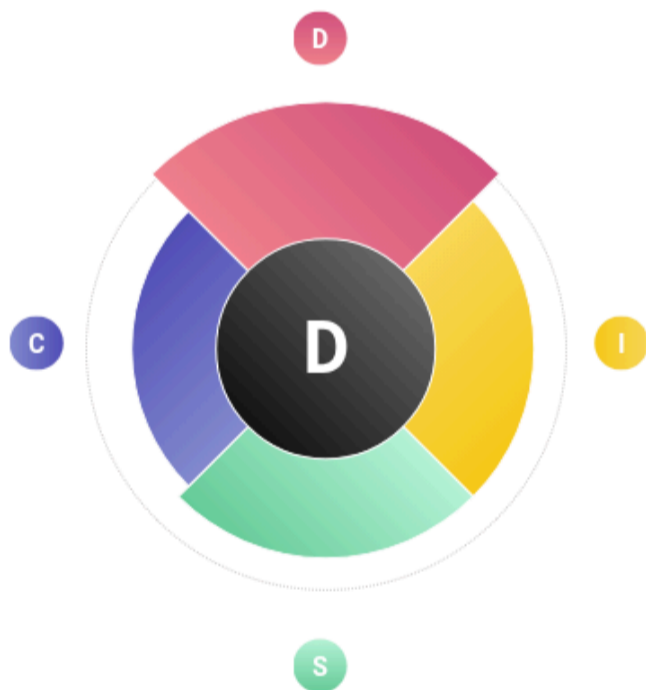
- *The risks don't matter much to them.*

You And David

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : David'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.