



DAVID MAHER

Commander
DISC Type : D

Managing Director at Clavin Consulting
London, England, United Kingdom

Overview

David has no verified overview

Personality Overview

Strong-Willed **Impact-Driven** **Candid & Clear**

They prefer to be the ones controlling the conversation or defining the terms. More than the product, they care about the impact of the product. They respond well to strong and respectful communication.

Topics They Care About

David has no verified topics they care about

Media Appearances

David has no verified media appearances

Work History

- 2-2025
Managing Director at Clavin Consulting
- 9-2023 - 2-2025
Vice President of Technology & Transformation at Carnival UK (P&O Cruises & Cunard)
- 8-2021 - 9-2023
UK Head of Technology Delivery at Kingfisher plc
- 8-2017 - 8-2021
Programme/Portfolio Manager at Selfridges
- 7-2016 - 7-2017
Agile Transformation Lead at Royal Mail

Education

- 2000 - 2003
Management & Information Systems (IT) from Dublin Business School

More Information

Social Presence :



Prographics :

Exp : 24 Location : London, England, United Kingdom Job Level : Mid-senior

Designation : Managing Director at Clavin Consulting

Insights For Selling To David

👉 During A Call Or A Meeting

DO's

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

DONT's

- Do not spend too much time focusing on product tech or features
- Don't try too hard to forge relationships with them
- Avoid being a storyteller and don't try to oversell

👉 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

- *Confidence in impact is paramount 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 have no hesitation in telling you the same.*

Insights For Deal Planning

How Fast (Or Slow) Will David Move?

- *They can reach decisions fairly quickly if they are convinced.*

Can David Take Some Risk Or Not?

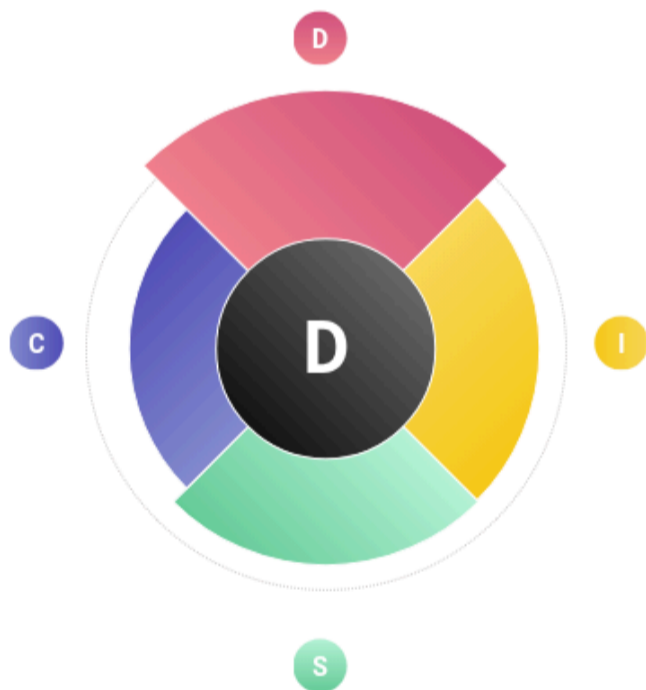
- *They don't mind risks but can be quite binary about them.*

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.