



DEEP SAURABH

Enthusiast
DISC Type : i

Principal Member Technical Staff at Oracle
Bengaluru, Karnataka, India

Overview

Deep Saurabh is a Principal Member of Technical Staff at Oracle, skilled in developing solutions that span from monolithic to cloud-native systems. He leverages his expertise in Java, Spring Boot, and Oracle Application Development Framework (ADF) to solve complex problems and mentor team members. He holds a Masters Degree from Indira Gandhi National Open University.

Driven by a desire to create a positive impact, Deep values open discussion and collaboration to achieve goals. He is passionate about using his skills to contribute to meaningful change and is always adapting to new situations and technologies to drive results in a positive direction.

He is dedicated to bringing about positive change in the world through his work and collaborative efforts.

👉 Personality Overview

Non-Confrontational

Optimistic

Story Driven

Unlike D or C types, they are convinced more by stories and testimonials. They prefer to build relationships rather than staying totally transactional. They tend to be agreeable by nature, so take their promises with a pinch of salt.

👉 Topics They Care About

Oracle ADF Solutions

He has publicly contributed technical solutions for the Oracle Application Development Framework, demonstrating deep expertise.

Full-Stack Development

His skills include a wide range of technologies like Core Java, Spring Boot, JavaScript, and Docker, indicating a broad technical focus.

Cloud & Distributed Systems

His experience covers a spectrum from on-premise monolithic solutions to distributed, cloud-native applications.

Technical Mentorship

Identifies himself as a collaborative team member who actively mentors others on prospective technologies.

Positive Social Change

Expresses a core motivation to bring positive change to the world in any amount possible through his work.



Media Appearances

Deep has no verified media appearances

Work History

- 5-2015
Principal Member Technical Staff at Oracle
- 11-2012 - 4-2015
Senior Associate at Cognizant
- 12-2005 - 10-2012
Developer Analyst at Hewitt Associates

Education

- 2006 - 2009
Master's Degree from Indira Gandhi National Open University
- Education details unavailable from BIT

More Information

Social Presence :



Prographics :

Exp : 20 Location : **Bengaluru, Karnataka, India** Job Level : **N/A** Designation : **Principal Member Technical Staff at Oracle**

Insights For Selling To Deep

👉 During A Call Or A Meeting

DO's

- Refer to interesting customer testimonials and stress on great customer experience
- Speak from experience about success that the product has seen with other customers
- Compliment them about their personality if you get a chance

DONT's

- Don't ask too many questions in one go, weave them into the flow
- Don't be too formal with them, they trust informality more
- Don't be critical or challenge them openly, they can react defensively

👉 When Cold Calling

Insights

Pattern Interrupt: Informal style, where you are talking in a friendly & casual manner, with a big smile on makes them want to speak to you.

Pace: Don't be too fast or too slow, stay in the middle. Sound like a 'brings happiness to others' person.

Tone: Speak with high energy and in a personal manner, as if you have met a friend suddenly after a long time.

Tactics To Win: Giving social proof, personal rapport, usage of superlatives, repeating their name.

Mistakes To Avoid: Information overload, use of negations

Making The Ask: Use positivity and/or humor to make the ask. It appeals to them, as if you are bringing a cheer to their day. (Avoid doing this with Dominant or Calculative types)

Subconscious Driver: They are driven by emotion more than any other type. Hence a proposition that excites them will immediately get their attention.

Script

Greeting: Hey Deep, [user_fname] here at [user_companynameword1] [user_companynameword2] calling you this morning/evening!

Opener: Now I know how much people love cold calls, so how about 30 seconds to tell you what I have for you?

Introduction: We have built an AI that predicts exactly what will build a solid relationship with each prospect before you even spend a minute with them.

Ask: Deep, leaders just like you at companies like [abc], [xyz] have been blown away with what they have seen, why don't we put 15 minutes on your calendar to show you if what I am saying is actually real, yeah?

Close: So morning at around [time] next [tuesday], shall we say? And is it [prospect_email]? Don't want to get that wrong you know!

👉 When Writing An Email

Subject: Personalized, catchy

Example: John, is this interesting?', 'Increasing sales conversion, together!' etc.

Salutation: Yes (Something casual)

Example: Use 'Hi', 'Hey' etc. (along with the first name)

Greeting: Yes (Say something interesting/unusual)

Example: Use unusual lines, like 'This has been quite a week', 'What a game yesterday' etc.

Emojis/GIFs:

Bullet Points: Avoid

Closing Line: Build excitement

Example: Something like 'So John, lets get the ball rolling?'

Complimentary Close: Unique, pleasant

Example: Something like 'Excited!', 'To a great partnership!' etc.

Tone of Words: Friendly, first-person

Overall Messaging: Focused on the person and relationship

Length of Mail: Long

Example: Maximum upto 150 words

👉 While Negotiating & Closing

The secret to closing fast with Deep is

- *Relationship and rapport are valuable for them, but so is proven product value.*

Will you ever get a clear answer from Deep

- *They are unlikely to say no directly.*

Insights For Deal Planning

How Fast (Or Slow) Will Deep Move?

- *They are not very fast decision makers, even while they continue to stay engaged.*

Can Deep Take Some Risk Or Not?

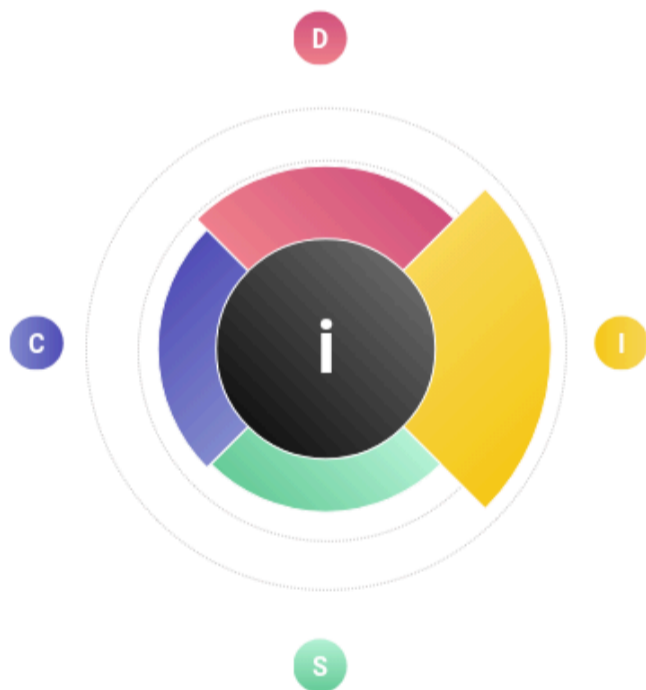
- *They can take some low-probability risks if needed.*

You And Deep

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Deep's Key Traits



INFLUENCE

Influence(I) reflects the degree to which a person prefers to work by influencing or persuading others. Those scoring high tend to be people oriented, are motivated by social recognition and building relationships and can be described as warm and enthusiastic in general.