



DEESHA CHANDRA

Observer
DISC Type : ic

Climate Partnerships at The Walk Productions (The Herds and Little Amal)
London, England, United Kingdom

Overview

Deesha has no verified overview

👉 Personality Overview

- Curious
- Example Seeker
- Value Driven

They are likely to ask many questions and look heavily for supporting information. They can sound friendly and charming but can quickly change gears to become inquisitive and probing. They are generally good communicators and can be hard to convince.

👉 Topics They Care About

Deesha has no verified topics they care about

Media Appearances

Deesha has no verified media appearances

Work History

- 9-2024 - 8-2025
Climate Partnerships at The Walk Productions (The Herds and Little Amal)
- 7-2016
Learning Lead at Landscape Finance Lab
- 10-2015
Community & Collaboration Consultant at Freelance
- 8-2014 - 9-2015
Policy and Network Manager at Common Purpose
- Impact Director at TEDxLondon

Education

- 2006 - 2007
LLM from University of Warwick
- 2000 - 2003
2:1 LLB (hons) from University of Hertfordshire

More Information

Social Presence :



Prographics :

Exp : **10** Location : **London, England, United Kingdom** Job Level : **Mid-senior**

Designation : **Climate Partnerships at The Walk Productions (The Herds and Little Amal)**

Insights For Selling To Deesha

👉 During A Call Or A Meeting

DO's

- Ask them questions to understand their needs better while staying affable
- Build rapport, it will come handy to handle hard questions later
- Be prepared for a lot of questions, answer them objectively

DONT's

- Avoid making offhand commitments
- Don't brush off any concerns, take all questions seriously
- Don't be too objective but make sure to pad your storytelling with data points

👉 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 Deesha, [user_fname] here at [user_companynamewordstwowords] 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: Deesha, 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: Exciting but objective

Example: Making it personalized', 'Changing how to sell' etc.

Salutation: Yes (Something usual)

Example: Use 'Hi' (along with the first name)

Greeting: No

Example: Skip usual lines like 'I hope you are doing well'

Emojis/GIFs:

Bullet Points: Could use

Closing Line: Logically summarize, keep high energy

Example: Something like 'If these points make it clear, lets wrap this up at 11am?'

Complimentary Close: Unique or standard

Example: Something like 'Looking forward!', 'To new beginnings!' etc.

Tone of Words: Confident, informational

Overall Messaging: Focused on generating excitement while staying objective

Length of Mail: Medium

Example: Ideally upto 120-130 words

👉 While Negotiating & Closing

The secret to closing fast with Deesha is

- *Proven value, strong testimonials are important to them, relationships will have some weightage.*

Will you ever get a clear answer from Deesha

- *They are practical and friendly, don't expect a clear-cut response often.*

Insights For Deal Planning

How Fast (Or Slow) Will Deesha Move?

- *They like to be detailed and take their time to arrive at decisions.*

Can Deesha Take Some Risk Or Not?

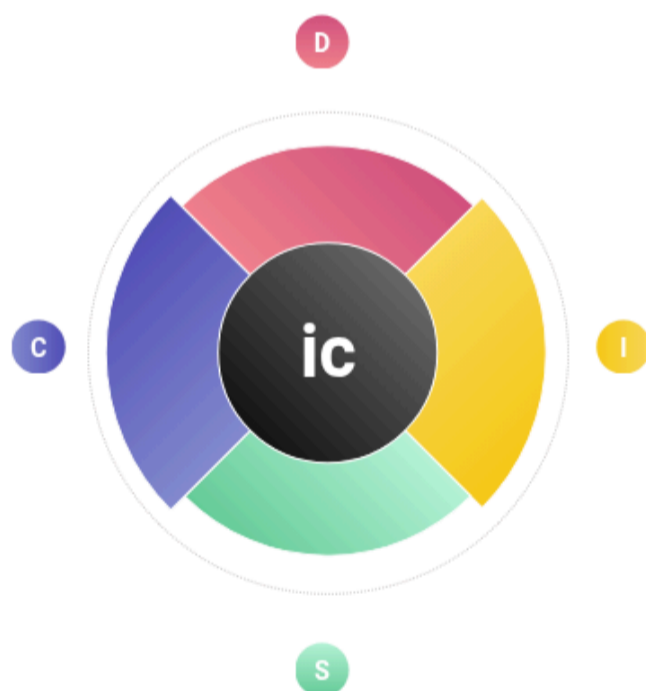
- *They evaluate their decisions systematically and are less likely to take risks.*

You And Deesha

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Deesha'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.

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.