



## DEREK HARTRAMPF, CPSM

**Inquirer**  
DISC Type : cd

**Vice President, Procurement and Supply Chain at Superior Essex**  
Roswell, Georgia, United States

### Overview

Derek has no verified overview

#### Personality Overview

**Demanding**      **Judgemental**      **ROI Conscious**

They focus on objectivity in a pitch and pay little attention to bells and whistles. They can be nudged to make faster decisions by offering what they value. They respond well to confident salespeople.

#### Topics They Care About

Derek has no verified topics they care about

### Media Appearances

Derek has no verified media appearances

### Work History

- 5-2022  
Vice President, Procurement and Supply Chain at Superior Essex
- 3-2014 - 5-2022  
Global Director, Strategic Sourcing at Superior Essex
- 8-2012 - 2-2014  
Sr. Manager, Procurement at Superior Essex
- 11-2010 - 7-2012  
Sr. Materials and Procurement Manager at Crane Materials International
- 6-2007 - 10-2010  
Corporate Purchasing Manager at Crane Materials International

### Education

- 1996 - 1997  
Bachelor of Business Administration (B.B.A.) from Georgia State University
- 1992 - 1995  
General Core Requirements from Georgia College & State University

## More Information

Social Presence :



Prographics :

Exp : 27 Location : Roswell, Georgia, United States Job Level : Senior

Designation : Vice President, Procurement and Supply Chain at Superior Essex

## Insights For Selling To Derek Hartrampf,

### 👉 During A Call Or A Meeting

#### DO's

- Tell them that you are there to help them create visible impact within their organization
- Be crisp while making the pitch
- Stress on the business value that your product offers

#### DONT's

- Refrain from asking too many questions
- Avoid repeating yourself or making generalizations
- Do not give up if they are not convinced, try again with a different approach

## 👉 When Cold Calling

### Insights

**Pattern Interrupt:** Speaking in a slightly hesitant manner, and seeking their permission at the start through a negation can get you a chance.

**Pace:** Speak slightly fast, especially if you tend to be calm and confident. Sound like a 'knows their domain' person.

**Tone:** Keep your tone slightly apprehensive, as if you are a little unsure about calling them.

**Tactics To Win:** Use of negations, giving full information

**Mistakes To Avoid:** Use of superlatives, overusing social proof

**Making The Ask:** Use negations, it is extra effective with them. It gives them a chance to say no, they like doing that.

**Subconscious Driver:** They believe they know a lot, so it needs to make sense as well as make them curious. They need to think that it is something worth investigation.

### Script

**Greeting:** Hi Derek Hartrampf,, this is [user\_fname] at [user\_companynamewithfirsttwowords].

**Opener:** You probably don't want to be on this cold call, would it be a problem if I asked for 30 seconds of your time?

**Introduction:** My company has leveraged 30+ years of research to build an AI that can predict anyone's personality, behavior and decision-making style before you even spend a minute with them.

**Ask:** Companies like [abc], [xyz] have been able to move [KPI1] by X% and [KPI2] by Y%. Would it be too much to put 15 minutes on your calendar to share why this could be high ROI for you?

**Close:** Can I suggest [time1] on [date1]? Or would you prefer any other slots? And [prospect\_email] would be the right email ID for you?

## 👉 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 Derek Hartrampf, is

- *Confidence in the product plays an important role, followed by powerful testimonials.*

Will you ever get a clear answer from Derek Hartrampf,

- *They might hesitate a little, but they will say no if they are not convinced.*

## Insights For Deal Planning

How Fast (Or Slow) Will Derek Hartrampf, Move?

- *Their decision making speed is somewhere in the middle.*

Can Derek Hartrampf, Take Some Risk Or Not?

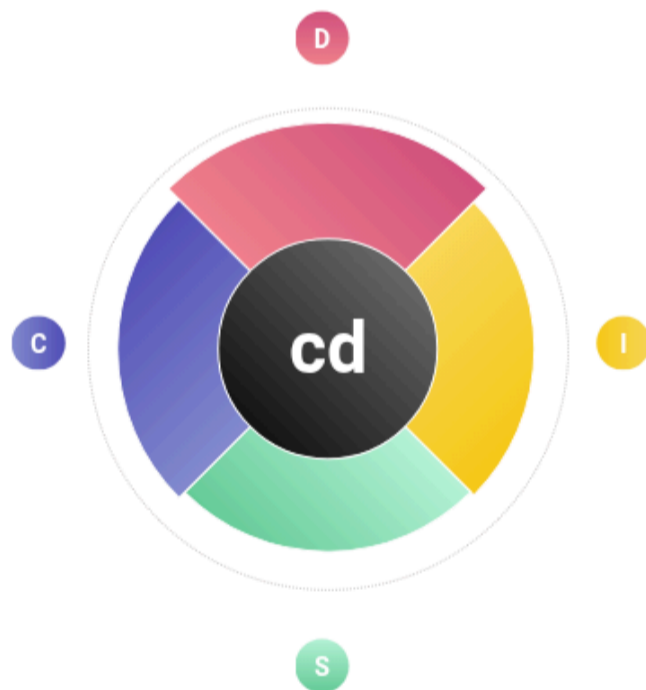
- *Once they have analyzed the pros and cons, they can take some risks.*

## You And Derek Hartrampf,

### Personality Compatibility

Not enough data to show compatibility comparison

## DISC Profile : Derek Hartrampf,'s Key Traits



### **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.

### **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.