



DEVIN SMITH

Go-getter
DISC Type : d

Group Product Manager at Motive
San Diego, California, United States

Overview

Devin is a product leader with over 10 years of experience in AI-enabled SaaS and transportation technology. He leads the product strategy for AI Dashcam products at Motive, focusing on enhancing driver safety through intelligent automation. A certified Project Management Professional with a degree from North Carolina State University, colleagues describe him as a standout talent adept at getting people on board with ideas.

His career began by managing complex logistics for global mega-events like the FIFA World Cup and the Olympics. This experience provided a deep understanding of real-time decision-making and human-centric operations, which he now applies to B2B technology. His background suggests a passion for operational excellence at a global scale.

Unique fact: He received a personalized thank you from the manager of the Chile National Soccer Team for his exceptional logistics management during the 2016 COPA Centenario tournament.

Personality Overview

Vision Oriented **Fast-Paced** **Challenger**

They respond well to confident salespeople. They focus on objectivity in a pitch and pay little attention to bells and whistles. They don't always try to control the conversation but neither do they like yielding it fully.

Topics They Care About

AI in Fleet Safety
He leads the development of AI-powered computer vision models for Motive's AI Dashcam to detect and reduce unsafe driving behavior in real-time.

B2B Product Innovation
His career focuses on building and scaling B2B products in the fleet technology and logistics sectors, from seed-stage startups to established companies like Motive.

Transportation Logistics

His career is founded on managing logistics for massive international events, and he remains passionate about solving complex operational challenges in the transportation industry.

Computer Vision Tech

He is directly involved in deploying advanced computer vision AI models that can identify nuanced driving behaviors like lane swerving, distraction, and fatigue.

International Sports

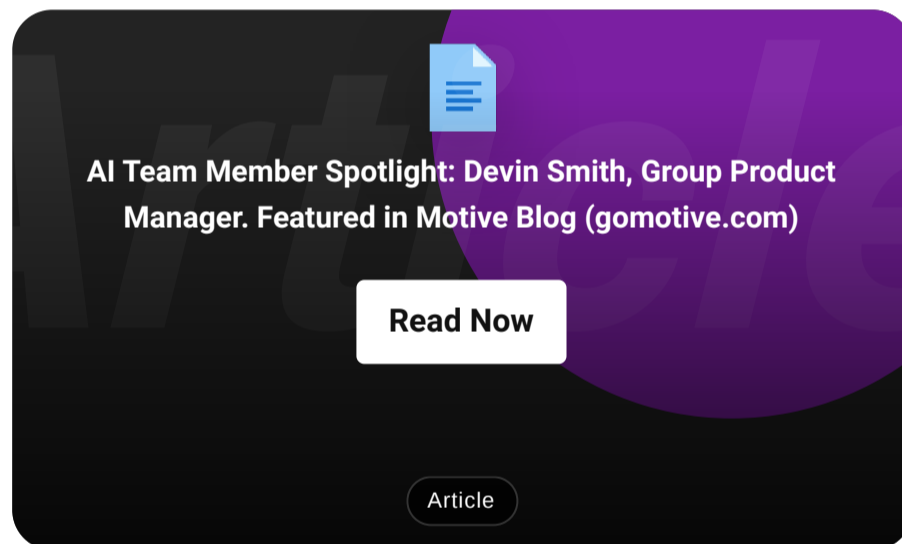
He has managed logistics for the FIFA World Cup, Formula 1, and the Olympics, and was personally recognized by the Chile National Soccer Team.

NC State Wolfpack

[Predicted] He earned his Bachelor's degree from North Carolina State University and may follow their athletics.



Media Appearances



Work History

- 5-2024
Group Product Manager at Motive
- 2-2022 - 5-2024
Senior Product Manager at Motive
- 11-2021 - 2-2022
Senior Product Manager at Hauler Hero
- 4-2018 - 11-2021
Product Manager at Platform Science
- 11-2017 - 3-2018
Technology Systems Manager at Transportation Management Services

Education

- 2003 - 2007
BA - Political Science from North Carolina State University
- 2012 - 2018
Project Management Professional Certification from PMI

More Information

Social Presence :





Prographics :

Exp : **18** Location : **San Diego, California, United States** Job Level : **Middle** Designation : **Group Product Manager at Motive**

Insights For Selling To Devin

👉 During A Call Or A Meeting

DO's

- Be crisp while making the pitch
- Make sure that they have the necessary authority, they could present false stature sometimes
- Highlight the competitive differentiation of your product

DONT's

- Don't try to be an alpha salesperson, give them equal space
- Refrain from asking too many questions
- Don't try too hard to get friendly, let it happen with time

👉 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: Devin, 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 Devin is

- *Conviction in the product matters to them, followed by proof points and strong testimonials.*

Will you ever get a clear answer from Devin

- *They may not be very forthcoming, but they will say no if needed.*

Insights For Deal Planning

How Fast (Or Slow) Will Devin Move?

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

Can Devin Take Some Risk Or Not?

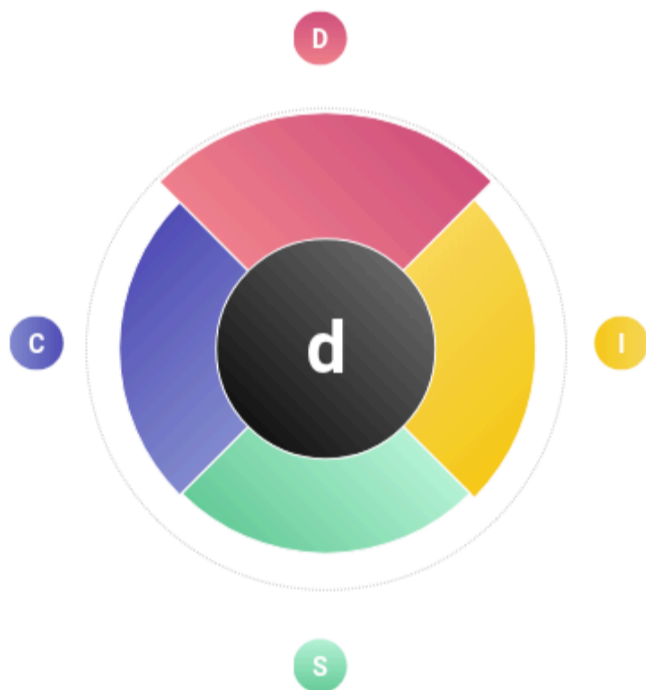
- *They can take risks but after weighing up the pros and cons.*

You And Devin

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Devin'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.