



DEVON CONSTANTIN

Enigma
DISC Type : cdi

Planning Manager at Rhoback
Charlottesville, Virginia, United States

Overview

Devon has no verified overview

👉 Personality Overview

Fast Follower **Persuasive & Assertive** **Hard To Convince**

They can sound friendly and charming but can quickly change gears to become inquisitive and probing. They are likely to ask many questions and look heavily for supporting proof as well as information. They are generally strong communicators and are not easy to convince.

👉 Topics They Care About

Devon has no verified topics they care about

Media Appearances

Devon has no verified media appearances

Work History

- 3-2024
Planning Manager at Rhoback
- 3-2023 - 3-2024
Global Market Research and Forecasting Manager at Merz Aesthetics
- 12-2021 - 3-2023
Planning Manager, E-Commerce at Peter Millar
- 12-2020 - 12-2021
Merchandise Planner at Peter Millar
- 10-2019 - 12-2020
Merchandise Planning Analyst at Peter Millar

Education

- 2014 - 2018
Bachelor of Science - BS from East Carolina University

More Information

Social Presence :



Prographics :

Exp : 7 Location : **Charlottesville, Virginia, United States** Job Level : **Middle** Designation : **Planning Manager at Rhoback**

Insights For Selling To Devon

👉 During A Call Or A Meeting

DO's

- Build rapport slwly without rushing, it will come handy to handle hard questions later
- Leverage 'negging', or the art of asking negative questions like "you must not be convinced yet..."
- Use phrases like 'clear evidence', 'data-based results' etc.

DONT's

- Don't brush off any concerns, take all questions seriously. They are easily deterred
- Avoid long presentations and just 'high-level' value proposition, dive into the details
- Don't rely excessively on your relationship with them to win the deal even if you come to form one

👉 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: Devon, 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, 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 Devon is

- *Proven value, strong objective evidence are important for them, rapport can impact decisions a little.*

Will you ever get a clear answer from Devon

- *They are practical and friendly, but can give a clear response with a little prodding*

Insights For Deal Planning

How Fast (Or Slow) Will Devon Move?

- *They like to be detailed, so unless they develop strong conviction, they can take their time to arrive at decisions*

Can Devon Take Some Risk Or Not?

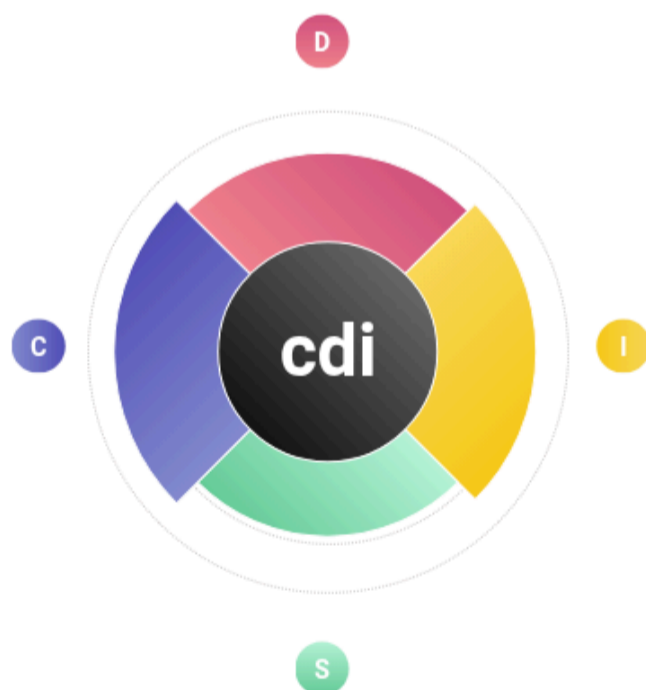
- *They evaluate their decisions systematically and do not take risks that often, unless you can get them to develop strong conviction*

You And Devon

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Devon'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.

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.