



## DEXTER LEE

Enthusiast  
DISC Type : i

**Article 6.4 Supervisory Body - Alternate Member and Co-Chair of the Accreditation Expert Panel at UN Climate Change**  
United Kingdom

### Overview

Dexter has no verified overview

#### 👉 Personality Overview

Story Driven

Amiable & Agreeable

Optimistic

They are generally friendly, so be careful when relying on their word. They prefer to build relationships rather than staying totally transactional. Unlike D or C types, they are convinced more by stories and testimonials.

#### 👉 Topics They Care About

Dexter has no verified topics they care about

### Media Appearances

Dexter has no verified media appearances

### Work History

- 2-2026  
Article 6.4 Supervisory Body - Alternate Member and Co-Chair of the Accreditation Expert Panel at UN Climate Change
- 9-2025  
Policy Fellow at CSaP - Centre for Science and Policy, University of Cambridge
- 7-2023  
Head of Carbon Markets Negotiations at Department for Energy Security and Net Zero
- 2-2023 - 7-2023  
Senior Policy Advisor (Public Sector Decarbonisation) at Department for Energy Security and Net Zero

### Education

- 2023 - 2025  
Executive Master of Public Policy (EMPP) from The London School of Economics and Political Science (LSE)
- 2017 - 2018  
MSc from The London School of Economics and Political Science (LSE)

• 8-2022 - 1-2023

Senior Policy Advisor (Energy Bills Support Scheme)  
at Department for Business, Energy and Industrial  
Strategy (BEIS)

## More Information

### Social Presence :



### Prographics :

Exp : **8** Location : **United Kingdom** Job Level : **Mid-senior**

Designation **Article 6.4 Supervisory Body - Alternate Member and Co-Chair of the Accreditation Expert Panel at UN Climate**  
: **Change**

## Insights For Selling To Dexter

### 👉 During A Call Or A Meeting

#### DO's

- Speak from experience about success that the product has seen with other customers
- Ask them how their day is going or exchange some other pleasantries
- Compliment them about their personality if you get a chance

#### DONT's

- Don't be too formal with them, they trust informality more
- Don't push them for a direct 'no', take lack of 'yes' as 'no' after some time
- 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 Dexter, [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:** Dexter, 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 Dexter is

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

Will you ever get a clear answer from Dexter

- *They will hardly ever say a direct no.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Dexter Move?

- *Even when they are constantly engaged, they do not reach decisions quickly.*

Can Dexter Take Some Risk Or Not?

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

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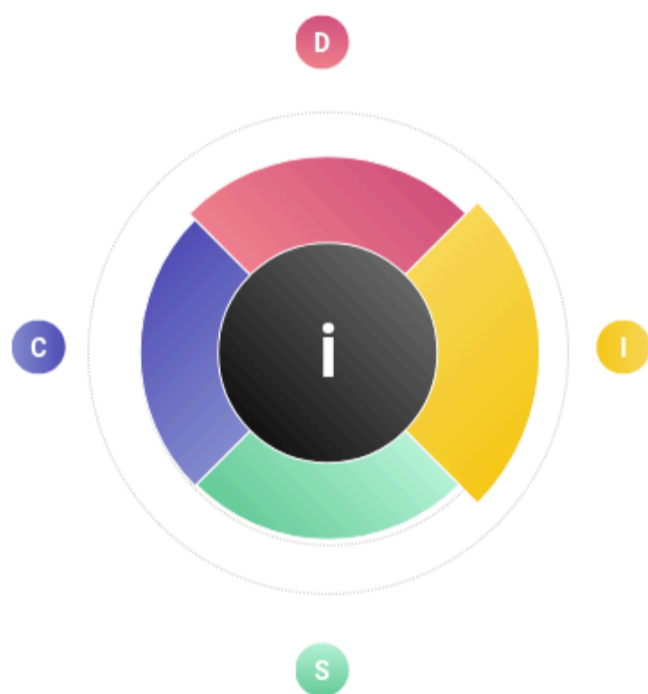
## You And Dexter

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Dexter'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.