



**DIANE S.**

**Questioner**  
DISC Type : c

**Global Executive Compensation Director at TTEC**  
Columbus, Ohio Metropolitan Area, United States

### Overview

Diane has no verified overview

#### **Personality Overview**

Systematic      Not Easily Convinced      Cautious & Analytical

They prefer to analyze every situation thoroughly. They are more likely than others to negotiate on pricing and terms. While they don't hesitate to ask questions, they are generally risk-averse and tend to be late adopters.

#### **Topics They Care About**

Diane has no verified topics they care about

### Media Appearances

Diane has no verified media appearances

### Work History

- 11-2022  
Global Executive Compensation Director at TTEC
- 11-2020 - 5-2022  
Global Total Rewards Director at Multicolor Corporation
- 11-2017 - 2-2020  
Director Total Rewards at The Andersons, Inc.
- 2-2007 - 5-2017  
AVP and Director, Total Rewards at State Auto Insurance

### Education

- 6-1988 - 6-1989  
Master of Science - MS from The Ohio State University Fisher College of Business

### More Information

Social Presence :



## Prographics :

Exp : 17 Location : Columbus, Ohio Metropolitan Area, United States Job Level : Senior

Designation : Global Executive Compensation Director at TTEC

## Insights For Selling To Diane

### 👉 During A Call Or A Meeting

#### DO's

- Tell them that you will come back if you don't have a good answer for a question
- Emphasise more on facts and measurable benefits
- Keep some extra margin in hand as they will likely negotiate the pricing

#### DONT's

- Avoid rushing them, be polite and patient
- Avoid phrases like 'do not worry about', 'no one compares to' etc.
- Don't overhype the product/pitch, keep it measured

## 👉 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 Diane, 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:** Objective

*Example: Getting personalization right, '40% increase' etc.*

**Salutation:** Yes (Something usual)

*Example: Use 'Hi' or only the first name*

**Greeting:** No

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

**Emojis/GIFs:**

**Bullet Points:** Recommended

**Closing Line:** Logically summarize/ask

*Example: Something like 'If these points make sense, shall we speak tomorrow?'*

**Complimentary Close:** None or formal

*Example: Something simple like 'Thanks', or nothing at all.*

**Tone of Words:** Objective, informational

**Overall Messaging:** Focused on allaying doubts and ROI

**Length of Mail:** Short

*Example: Ideally upto 100-120 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Diane is

- *Confidence that the product provides ROI, effective pricing and process adherence matter the most to them.*

Will you ever get a clear answer from Diane

- *It doesn't come naturally to them but they can say no if they are not convinced.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Diane Move?

- *They can move at a reasonable pace while making their decisions if they have the necessary information.*

Can Diane Take Some Risk Or Not?

- *They can take risk if they are convinced that they have analyzed the circumstances well.*

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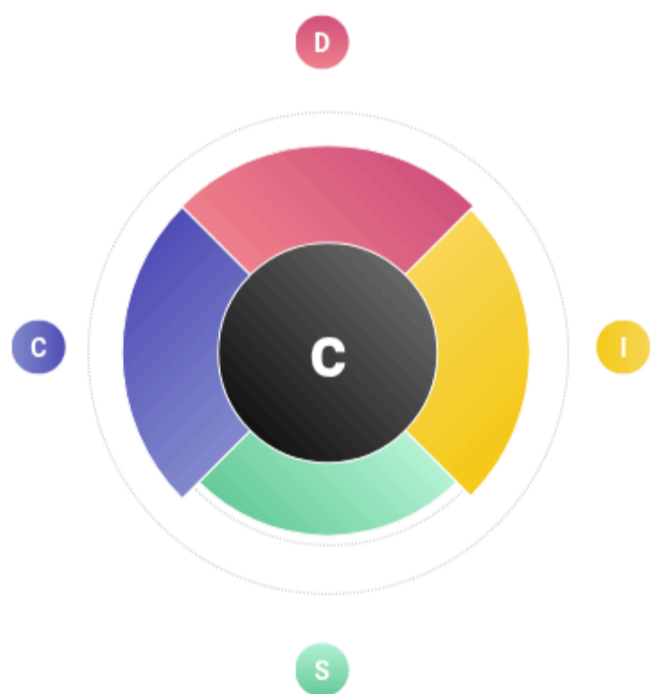
## You And Diane

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Diane'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.