



DOUG INMAN

Commander
DISC Type : D

Director of Sales at Mullwoods
Uniontown, Ohio, United States

Overview

Doug has no verified overview

👍 Personality Overview

Impact-Driven Risk-Taker Strong-Willed

More than the product, they care about the impact of the product. They take a lot of pride in personal achievements. They prefer to be the ones controlling the conversation or defining the terms.

👍 Topics They Care About

Doug has no verified topics they care about

Media Appearances

Doug has no verified media appearances

Work History

- 8-2024
Director of Sales at Mullwoods
- 1-2017
Director of Sales at Mullet Cabinet / Fryburg Door
- 11-2004 - 1-2017
Sales Consultant at Fryburg Door, Inc
- 4-2002 - 11-2004
Outside Sales Representative at Mann & Parker Lumber Company

Education

- yes from Hoover High School

More Information

Social Presence :





Prographics :

Exp : 24 Location : **Uniontown, Ohio, United States** Job Level : **Mid-senior** Designation : **Director of Sales at Mullwoods**

Insights For Selling To Doug

👉 During A Call Or A Meeting

DO's

- Use phrases like 'it's your decision', 'strategic impact' etc.
- Speak about competitive differentiation that your product offers
- Help them weigh the risks by sharing objective proof points without becoming too analytical

DONT's

- Do not spend too much time focusing on product tech or features
- Do not hesitate from asking counter questions, just avoid challenging their authority
- Avoid being a storyteller and don't try to oversell

👉 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: Doug, 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 Doug is

- *Confidence in impact is paramount to them, followed by a sense of achievement and ROI.*

Will you ever get a clear answer from Doug

- *If they decide not to go ahead, they will say no without hesitation.*

Insights For Deal Planning

How Fast (Or Slow) Will Doug Move?

- *They can reach decisions fairly quickly if they are convinced.*

Can Doug Take Some Risk Or Not?

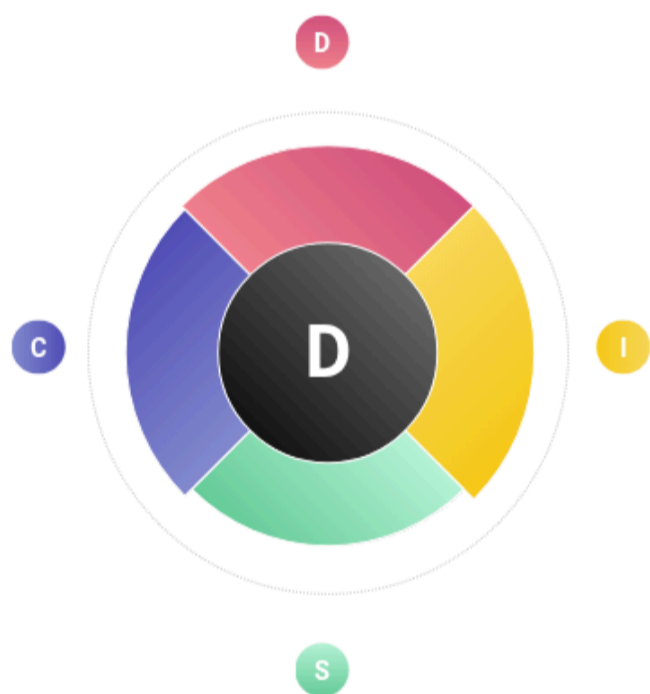
- *They don't mind risks but can be quite binary about them.*

You And Doug

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Doug'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.