



# ELLEN HAMILTON

**Go-getter**  
DISC Type : d

**Executive Director, California Democratic Congressional Delegation at U.S. House of Representatives**  
Washington DC-Baltimore Area, United States

## Overview

Ellen has no verified overview

### 👉 Personality Overview

- Direct & Candid
- Fast-Paced
- Self-Confident

They focus on objectivity in a pitch and pay little attention to bells and whistles. They care equally about the product and its potential impact. They can be nudged to make faster decisions by offering what they value.

### 👉 Topics They Care About

Ellen has no verified topics they care about

## Media Appearances

Ellen has no verified media appearances

## Work History

- 7-2025  
Executive Director, California Democratic Congressional Delegation at U.S. House of Representatives
- 1-2023 - 7-2025  
Chief of Staff at U.S. House of Representatives
- 8-2019 - 12-2022  
Legislative Director at U.S. House of Representatives
- 9-2010 - 6-2011  
Chief of Staff- General Representative III at Undergraduate Student's Associated Council-UCLA
- 9-2010 - 6-2011  
President-Board of Directors at Bruins United

## Education

- 2007 - 2011  
History from UCLA
- 2015 - 2018  
Master's Degree from The George Washington University

## More Information

Social Presence :



Prographics :

Exp : 7 Location : **Washington DC-Baltimore Area, United States** Job Level : **Senior**

Designation : **Executive Director, California Democratic Congressional Delegation at U.S. House of Representatives**

## Insights For Selling To Ellen

### 👉 During A Call Or A Meeting

#### DO's

- Tell them that you are there to help them create visible impact within their organization
- Stress on the business value that your product offers
- Make sure that you you respond to any queries from them quickly

#### DONT's

- Avoid repeating yourself or making generalizations
- Refrain from asking too many questions
- Don't try to be an alpha salesperson, give them equal space

## 👉 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:** Ellen, this is [user\_fname] at [user\_companynamefirsttwowords].

**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 Ellen is

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

Will you ever get a clear answer from Ellen

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

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## Insights For Deal Planning

How Fast (Or Slow) Will Ellen Move?

- *They are neither the fastest decision makers nor the slowest.*

Can Ellen Take Some Risk Or Not?

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

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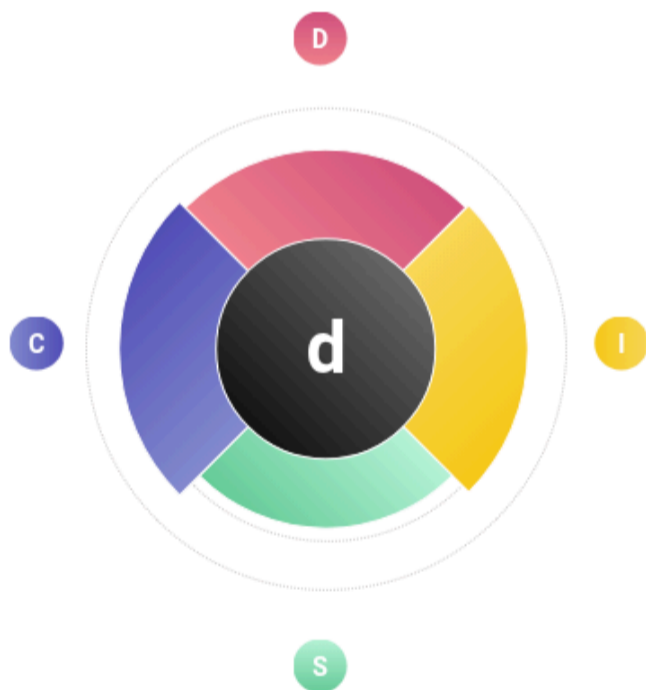
## You And Ellen

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Ellen'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.