



EMMA KANE

Trailblazer
DISC Type : DI

Senior Independent Member at Arts and Humanities Research Council (AHRC)
London, England, United Kingdom

Overview

Emma has no verified overview

👉 Personality Overview

Informal

Achievement-Oriented

Assertive

They will bat for you if they come to believe in you. They do not mind taking risks and can make hard decisions, if necessary. They are more likely to be open to unproven but exciting technologies.

👉 Topics They Care About

Emma has no verified topics they care about

Media Appearances

Emma has no verified media appearances

Work History

- 4-2025
Senior Independent Member at Arts and Humanities Research Council (AHRC)
- 11-2023
Head of Western EMEA at SEC Newgate S.p.A
- 7-2020
Deputy Chair at Elton John AIDS Foundation
- 9-2019
Global Deputy CEO at SEC Newgate S.p.A
- 4-2018
Chief Executive at SEC Newgate UK

Education

Emma has no verified education history

More Information

Social Presence :



Prographics :

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

Designation : **Senior Independent Member at Arts and Humanities Research Council (AHRC)**

Insights For Selling To Emma

👉 During A Call Or A Meeting

DO's

- Build a trustworthy relationship while keeping the product center-stage
- Use phrases like 'your decision will', 'you will impact' etc.
- Talk about yourself and some of your achievements at the start of the conversation

DONT's

- Don't force involvement of other stakeholders unless it is critical
- Don't hesitate from asking them how they truly feel about your product
- Don't hesitate from asking questions or pushing them, but take a friendly approach

👉 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: Emma, 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: Exciting, direct

Example: John, quantum jump', 'Is it game over?' etc.

Salutation: No

Example: Skip 'Hi', 'Hey' etc., use only the first name

Greeting: No (Or say something unique)

Example: Skip anything, or say something unique like 'What an exciting discussion it's been!'

Emojis/GIFs:

Bullet Points: Could use

Closing Line: Informally state your ask

Example: Something like 'John, if you are on, let's finalize tomorrow?'

Complimentary Close: Unique, casual

Example: Something like 'Looking forward!', 'To new beginnings!' etc.

Tone of Words: Informal, direct

Overall Messaging: Focused on personal achievement

Length of Mail: Short

Example: Ideally upto 100-120 words

👉 While Negotiating & Closing

The secret to closing fast with Emma is

- *Relationship and product conviction matter equally, followed by a sense of achievement.*

Will you ever get a clear answer from Emma

- *If they are not convinced, they will say no albeit in a friendly manner.*

Insights For Deal Planning

How Fast (Or Slow) Will Emma Move?

- *They can make decisions quickly if they develop trust in you and conviction in the product.*

Can Emma Take Some Risk Or Not?

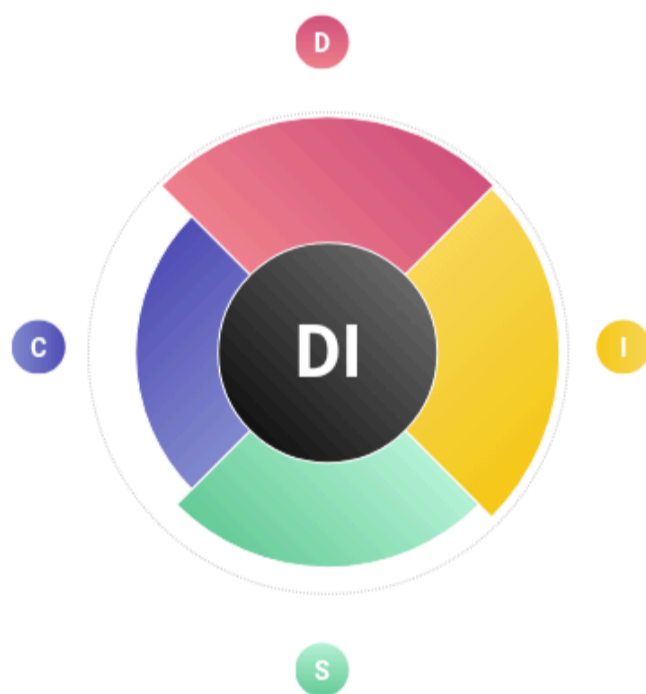
- *They can take risks if necessary.*

You And Emma

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Emma'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.

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.