



ERIC REEDER

Inspirer
DISC Type : id

Managing Director at Deloitte Consulting
Austin, Texas, United States

Overview

Eric Reeder is a Managing Director at Deloitte Consulting with deep expertise in project and program management, process engineering, and contract negotiation. He holds both PMP and PgMP certifications and earned his MBA from the University of La Verne. His career includes leadership roles on large-scale SAP and ERP programs at major corporations.

Peers who worked with him on the first SAP Leasing system in North America credit his exceptional project management skills as the key reason for the projects successful launch.

Personality Overview

Decisive

Charming & Persuasive

Confident & Optimistic

They respond well to objective pitches but also attach some value to relationships. They usually prefer to drive the conversation. They don't mind taking a stand if they believe in something.

Topics They Care About

Large-Scale ERP

Has extensive experience leading statewide ERP programs and SAP enterprise solutions for major companies like Toyota Financial Services and Tata Consultancy Services.

Team Performance

Shows an interest in leadership strategies, sharing content on how understanding different work styles can improve a team's effectiveness and collaboration.

Disruptive Technology

Follows and shares insights from Deloitte's Tech Trends reports, focusing on how new technologies are fundamentally changing business strategy and operations.

Project Management

Holds both PMP and PgMP certifications and lists project management and controls as a core specialty. Colleagues frequently commend his exceptional skills in this area.

Contract Negotiation

Highlights Vendor & Contract Management and Statement of Work (SOW) Negotiation as key areas of his professional expertise.

La Verne Leopards

[Predicted] As an alumnus who holds both a Bachelor's and an MBA from the University of La Verne, he may follow their collegiate sports teams.



Media Appearances

Eric has no verified media appearances

Work History

- 10-2014
Managing Director at Deloitte Consulting
- 7-2011 - 10-2014
Practice Director, SAP Enterprise Solutions at Tata Consultancy Services
- 9-2009 - 7-2011
Program Manager, Statewide ERP at Texas Comptroller of Public Accounts
- 4-2008 - 7-2011
Sr. Consultant and PMO Coach at Terminus, Inc
- 4-2005 - 9-2008
Sr. Program Manager, SAP Center of Excellence at Toyota Financial Services

Education

- 1995
MBA from University of La Verne
- 1992
Bachelor from University of La Verne
- MBA from University of La Verne
- Bachelor from University of La Verne

More Information

Social Presence :



Prographics :

Exp : **45** Location : **Austin, Texas, United States** Job Level : **Mid-senior**

Designation : **Managing Director at Deloitte Consulting**

Insights For Selling To Eric

👉 During A Call Or A Meeting

DO's

- Clearly address the competitive aspects
- Look like someone who is on top of their game
- Focus on the big picture and the strategic value of your product

DONT's

- Don't keep repeating the same information, it could make them impatient
- Don't be very informal even if they are being so themselves
- Don't be too verbose or overly friendly; a little bit, however, is fine

👉 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 Eric, [user_fname] here at [user_companynamewithfirsttwowords] 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: Eric, 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: 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 Eric is

- *Confidence in the product's value is critical, followed by relationship and a sense of achievement.*

Will you ever get a clear answer from Eric

- *They will not hesitate to say no if they do not develop conviction.*

Insights For Deal Planning

How Fast (Or Slow) Will Eric Move?

- *If they develop confidence in your product and you, then they can make fast decisions.*

Can Eric Take Some Risk Or Not?

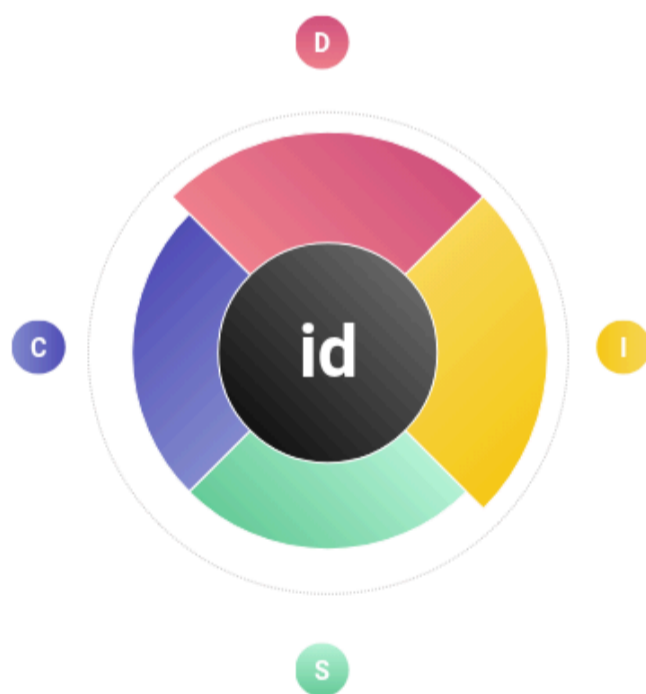
- *If necessary, they have the ability to take risky decisions.*

You And Eric

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Eric'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.

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.