



EVON C.

Commander
DISC Type : D

Head of Asset Delivery and Strategy at APM Terminals
Palos Verdes Peninsula, California, United States

Overview

Evon has no verified overview

Personality Overview

Strong-Willed

Risk-Taker

Candid & Clear

They prefer to be the ones controlling the conversation or defining the terms. They take a lot of pride in personal achievements. They respond well to strong and respectful communication.

Topics They Care About

Evon has no verified topics they care about

Media Appearances

Evon has no verified media appearances

Work History

- 11-2021
Head of Asset Delivery and Strategy at APM Terminals
- 1-2021 - 11-2021
Project Manager - Equipment Engineering and Optimization at APM Terminals
- 12-2019 - 12-2020
Head of Asset Maintenance at APM Terminals
- 3-2019 - 12-2019
Operations and Technical Optimization Project Manager at APM Terminals
- 1-2017 - 3-2019
Implementation Manager at APM Terminals

Education

- 2003 - 2005
Masters from University of Phoenix
- 2008 - 2008
Certificate from US National Safety Council

More Information

Social Presence :



Prographics :

Exp : 27 Location : Palos Verdes Peninsula, California, United States Job Level : Mid-senior

Designation : Head of Asset Delivery and Strategy at APM Terminals

Insights For Selling To Evon

👉 During A Call Or A Meeting

DO's

- Objectively showcase the impact that your product creates
- Refer to testimonials from well-known industry leaders
- Speak about competitive differentiation that your product offers

DONT's

- Do not spend too much time focusing on product tech or features
- Don't focus on process and rules, give the impression of being a 'gets it done' person
- Don't try too hard to forge relationships with them

👉 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: Evon, 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 Evon is

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

Will you ever get a clear answer from Evon

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

Insights For Deal Planning

How Fast (Or Slow) Will Evon Move?

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

Can Evon Take Some Risk Or Not?

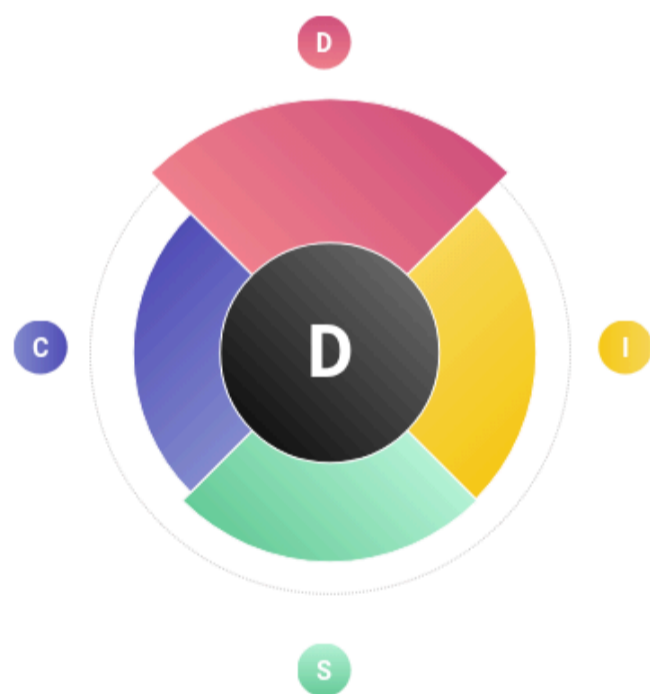
- *They don't mind risks but can be quite binary about them.*

You And Evon

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Evon'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.