



**FAAZ .**

**Sharpshooter**  
DISC Type : DC

**Web Developer at MotionCut**  
Chennai, Tamil Nadu, India

## Overview

Faaz. is an aspiring full-stack web developer and a Bachelor of Technology student at BSA Crescent Institute of Science and Technology. He has gained practical experience as a Web Developer at MotionCut and NovaNectar Services Pvt. Ltd.

He is passionate about web development, having completed tasks for various internships using HTML, CSS, and JavaScript. His interests extend to major tech companies like IBM and Microsoft.

Faaz. successfully completed the Walmart USA - Advanced Software Engineering Job Simulation.

## Personality Overview

**Fast But Analytical**

**Thorough Evaluator**

**Precise But Practical**

They are less concerned about the product and more about its potential impact. They prefer to move quickly, and expect the same from others. They do not care very much about building rapport or relationships.

## Topics They Care About

### Front-End Development

Faaz. has demonstrated strong skills in front-end technologies like HTML, CSS, and JavaScript through various internship tasks and projects.

### Web Development Internships

He actively pursues and successfully completes web development internships, indicating a strong desire for practical experience and skill enhancement.

### Back-End Development

With experience in PhpMyAdmin and aspirations to be a full-stack developer, he is focused on expanding his back-end development skills.

### Software Engineering Simulation

His completion of the Walmart USA - Advanced Software Engineering Job Simulation indicates a proactive approach to enhancing his engineering capabilities.

### Emerging Technologies

His interest in companies like IBM and Microsoft suggests an awareness and interest in broader technological advancements and industry trends [Predicted].



## Media Appearances

Faaz has no verified media appearances

## Work History

- 8-2024 - 9-2024  
Web Developer at MotionCut
- 6-2024 - 7-2024  
Web Developer at NovaNectar Services Pvt. Ltd.
- 1-2024 - 2-2024  
Web Development Intern at Cascode
- 8-2023 - 9-2023  
Web Developer at TechnoHacks EduTech Official
- 8-2023 - 9-2023  
Web development intern at Bharat Intern

## Education

- 2021 - 2025  
Bachelor of Technology from BSA Crescent Institute of Science and Technology
- 10-2020 - 4-2021  
Computer Science from Wisdom park international school(CBSE)

## More Information

### Social Presence :



### Prographics :

Exp : 2    Location : **Chennai, Tamil Nadu, India**    Job Level : **N/A**    Designation : **Web Developer at MotionCut**

## Insights For Selling To Faaz

### 👉 During A Call Or A Meeting

#### DO's

- Hold your ground without indulging in one-upmanship
- Objectively showcase the impact that your product creates
- Speak about competitive differentiation that your product offers

#### DONT's

- Don't focus on process and rules, give the impression of being a 'gets it done' person
- Do not hesitate from asking counter questions, just avoid challenging their authority
- Do not spend too much time focusing on product tech or features

## 👉 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:** Faaz, 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, measured

*Example: Will this work?', '6.2% revenue impact' etc.*

**Salutation:** No

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

**Greeting:** No

*Example: Skip usual 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: Something simple like 'Thanks', 'Regards', or nothing at all.*

**Tone of Words:** Confident, direct

**Overall Messaging:** Focused on measurable results

**Length of Mail:** Very Short

*Example: Less than 100 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Faaz is

- *Conviction around the impact matters the most to them, followed by a sense of achievement and ROI.*

Will you ever get a clear answer from Faaz

- *If they decide not to use your product, they will say no clearly.*

---

## Insights For Deal Planning

How Fast (Or Slow) Will Faaz Move?

- *If convinced, they can reach decisions quite fast.*

Can Faaz Take Some Risk Or Not?

- *They do not shy away from taking risks, but can be quite binary about them.*

---

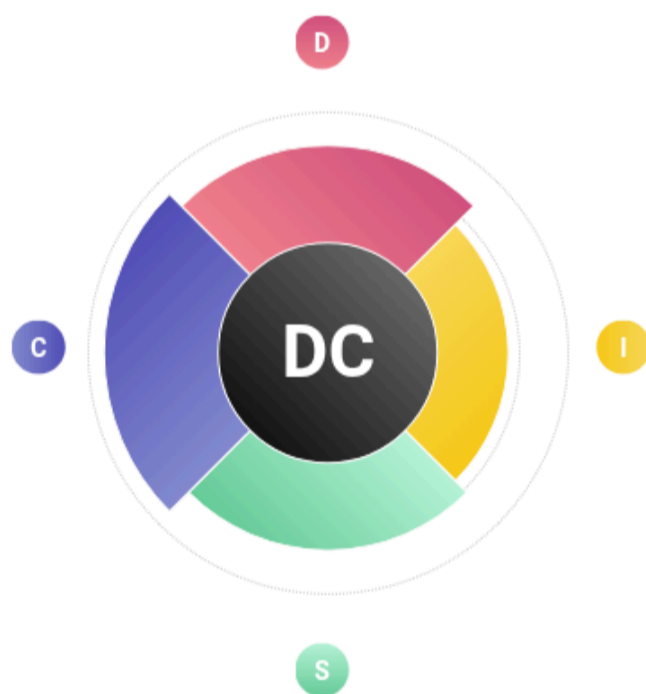
## You And Faaz

### Personality Compatibility

Not enough data to show compatibility comparison

---

## DISC Profile : Faaz'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.

### **CALCULATIVENESS**

Calculativeness(C) reflects the degree to which a person is likely to be cautious, systematic and analytical. Those scoring high tend to emphasise quality and accuracy, enjoy showing off their expertise or challenging assumptions but can sometimes overanalyze things and be overcritical.