



FIFFY WOO

Critic
DISC Type : C

Major Account Manager at Fortinet
Malaysia

Overview

Fiffy has no verified overview

👉 Personality Overview

Information Seeker ROI Driven Precise

It is very likely that they will negotiate pricing or other important terms. They prefer to do logical analysis and value evidence over emotions. Unless the value is proven by data, they are unlikely to value fancy features.

👉 Topics They Care About

Fiffy has no verified topics they care about

Media Appearances

Fiffy has no verified media appearances

Work History

- 5-2023
Major Account Manager at Fortinet
- 9-2018 - 5-2023
Senior Business Development Manager at NEC Corporation of Malaysia Sdn Bhd
- 12-2014 - 8-2018
Major Account Manager at Check Point Software Technologies, Ltd.
- 2-2011 - 12-2014
Sales Specialist at IBM
- 4-2008 - 2-2011
Account Manager at Cisco Systems

Education

- 2002 - 2004
Bachelor Of Science (Information Systems Engineering) from Campbell University
- 2002 - 2004
Advanced Diploma In Science (Information System Engineering) from Tunku Abdul Rahman University of Management and Technology

More Information

Social Presence :



Prographics :

Exp : **21** Location : **Malaysia** Job Level : **Middle** Designation : **Major Account Manager at Fortinet**

Insights For Selling To Fiffy

👉 During A Call Or A Meeting

DO's

- Don't forget to mention how you compare to competition on both features and pricing
- Leverage facts and figures wherever possible; use percentages, numbers etc.
- Keep some extra margin while sharing pricing, they are likely to negotiate later

DONT's

- Do not use very emotional or colorful language
- Make extra effort to not seem pushy or confrontational
- Don't try to give too many examples of other users, they like to make their own decisions

👉 When Cold Calling

Insights

Pattern Interrupt: Speaking in a slightly hesitant manner, and seeking their permission at the start through a negation can get you a chance.

Pace: Speak slightly fast, especially if you tend to be calm and confident. Sound like a 'knows their domain' person.

Tone: Keep your tone slightly apprehensive, as if you are a little unsure about calling them.

Tactics To Win: Use of negations, giving full information

Mistakes To Avoid: Use of superlatives, overusing social proof

Making The Ask: Use negations, it is extra effective with them. It gives them a chance to say no, they like doing that.

Subconscious Driver: They believe they know a lot, so it needs to make sense as well as make them curious. They need to think that it is something worth investigation.

Script

Greeting: Hi Fiffy, this is [user_fname] at [user_companynamewordstwowords].

Opener: You probably don't want to be on this cold call, would it be a problem if I asked for 30 seconds of your time?

Introduction: My company has leveraged 30+ years of research to build an AI that can predict anyone's personality, behavior and decision-making style before you even spend a minute with them.

Ask: Companies like [abc], [xyz] have been able to move [KPI1] by X% and [KPI2] by Y%. Would it be too much to put 15 minutes on your calendar to share why this could be high ROI for you?

Close: Can I suggest [time1] on [date1]? Or would you prefer any other slots? And [prospect_email] would be the right email ID for you?

👉 When Writing An Email

Subject: Objective

Example: Getting personalization right, '40% increase' etc.

Salutation: Yes (Something usual)

Example: Use 'Hi' or only the first name

Greeting: No

Example: Skip lines like 'I hope you are doing well'

Emojis/GIFs:

Bullet Points: Recommended

Closing Line: Logically summarize/ask

Example: Something like 'If these points make sense, shall we speak tomorrow?'

Complimentary Close: None or formal

Example: Something simple like 'Thanks', or nothing at all.

Tone of Words: Objective, informational

Overall Messaging: Focused on allaying doubts and ROI

Length of Mail: Short

Example: Ideally upto 100-120 words

👉 While Negotiating & Closing

The secret to closing fast with Fiffy is

- *Strong evidence of ROI, effective pricing, and proven data points matter the most to them.*

Will you ever get a clear answer from Fiffy

- *It is not very hard for them to say no if they are not convinced about the decision.*

Insights For Deal Planning

How Fast (Or Slow) Will Fiffy Move?

- *Their decision-making is neither very fast nor very slow, they are somewhere in between.*

Can Fiffy Take Some Risk Or Not?

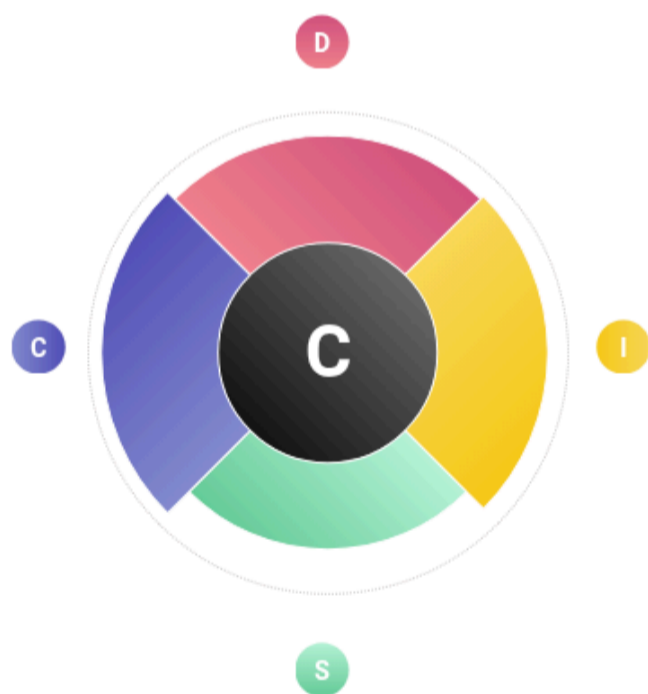
- *They can take risks if their analysis shows that it would be worth it.*

You And Fiffy

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Fiffy's Key Traits



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.