



FOLASADE BABALOLA

Questioner
DISC Type : c

Technical Compliance Manager at Starling Bank
London, England, United Kingdom

Overview

Folasade has no verified overview

👉 Personality Overview

Not Easily Convinced **Value Seeker** **Cautious & Analytical**

It is quite likely of them to ask for pricing or other concessions. While they don't hesitate to ask questions, they are generally risk-averse and tend to be late adopters. They prefer to analyze every situation thoroughly.

👉 Topics They Care About

Folasade has no verified topics they care about

Media Appearances

Folasade has no verified media appearances

Work History

- 8-2025
Technical Compliance Manager at Starling Bank
- 8-2021 - 8-2025
Senior Risk and Compliance Officer at Thredd
- 3-2020 - 8-2021
Team Lead, Research and Regulatory Analysis at VIXIO PaymentsCompliance
- 6-2018 - 3-2020
Manager, Regulatory Affairs at GlobalData Plc
- 1-2017 - 6-2018
Manager, Insurance Regulatory Affairs & Compliance at GlobalData Plc

Education

- 2016 - 2019
Master of Science - MS from Stockholm School of Business
- 2011 - 2012
(Honors) Bachelor of Science - BSc from Middlesex University

More Information

Social Presence :



Prographics :

Exp : **13** Location : **London, England, United Kingdom** Job Level : **Middle**

Designation : **Technical Compliance Manager at Starling Bank**

Insights For Selling To Folasade

👉 During A Call Or A Meeting

DO's

- Keep some extra margin in hand as they will likely negotiate the pricing
- Back up any claims with data and numbers
- Tell them that you will come back if you don't have a good answer for a question

DONT's

- Avoid phrases like 'do not worry about', 'no one compares to' etc.
- Don't depend too much on anecdotal evidence, it reduces their confidence
- Don't overhype the product/pitch, keep it measured

👉 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 Folasade, 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 Folasade is

- *Ensuring that the product delivers ROI, cost-effective pricing and process compliance are very important for them.*

Will you ever get a clear answer from Folasade

- *It doesn't come naturally to them but they can say no if they are not convinced.*

Insights For Deal Planning

How Fast (Or Slow) Will Folasade Move?

- *If they have the information that they need, they can move fast at making their decisions.*

Can Folasade Take Some Risk Or Not?

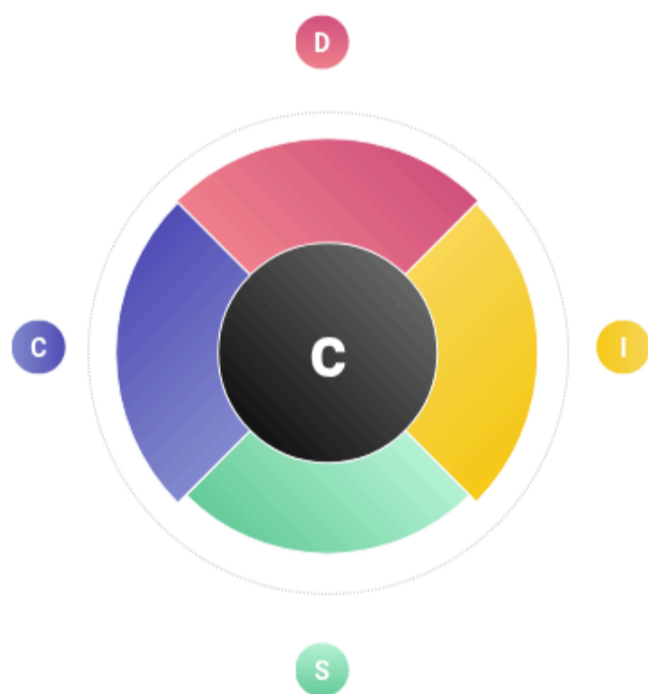
- *They can take risk if they are convinced that they have analyzed the circumstances well.*

You And Folasade

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Folasade'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.