



FRED MILLER

Enthusiast
DISC Type : i

Sales Manager at Junk Crusher
Pittsburgh, Pennsylvania, United States

Overview

Fred has no verified overview

Personality Overview

Story Driven

Non-Confrontational

Amiable & Agreeable

Unlike D or C types, they are convinced more by stories and testimonials. They are generally friendly, so be careful when relying on their word. They prefer to build relationships rather than staying totally transactional.

Topics They Care About

Fred has no verified topics they care about

Media Appearances

Fred has no verified media appearances

Work History

- 2-2021
Sales Manager at Junk Crusher
- 8-2019
Independent Sales Representative at Family Marketing
- 3-2016 - 8-2019
General Manager at Gateway Paint & Chemical Co.
- 4-2001 - 11-2015
Business Development Manager / Regional Sales Manager / General Manager at Zep Inc.
- Sr. Acct. Manager & Sr. Acct. Executive at Acosta Sales & Marketing

Education

- 1978 - 1980
Business Management from Boston University
- 1975 - 1978
Education details unavailable from Fox Chapel Area Schools

More Information

Social Presence :



Prographics :

Exp : 24 Location : Pittsburgh, Pennsylvania, United States Job Level : Middle

Designation : Sales Manager at Junk Crusher

Insights For Selling To Fred

👉 During A Call Or A Meeting

DO's

- Ask them how their day is going or exchange some other pleasantries
- Speak from experience about success that the product has seen with other customers
- Refer to interesting customer testimonials and stress on great customer experience

DONT's

- Don't ask too many questions in one go, weave them into the flow
- Don't be too formal with them, they trust informality more
- Don't push them for a direct 'no', take lack of 'yes' as 'no' after some time

👉 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 Fred, [user_fname] here at [user_companynamewordstwowords] 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: Fred, 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: Personalized, catchy

Example: John, is this interesting?', 'Increasing sales conversion, together!' etc.

Salutation: Yes (Something casual)

Example: Use 'Hi', 'Hey' etc. (along with the first name)

Greeting: Yes (Say something interesting/unusual)

Example: Use unusual lines, like 'This has been quite a week', 'What a game yesterday' etc.

Emojis/GIFs:

Bullet Points: Avoid

Closing Line: Build excitement

Example: Something like 'So John, lets get the ball rolling?'

Complimentary Close: Unique, pleasant

Example: Something like 'Excited!', 'To a great partnership!' etc.

Tone of Words: Friendly, first-person

Overall Messaging: Focused on the person and relationship

Length of Mail: Long

Example: Maximum upto 150 words

👉 While Negotiating & Closing

The secret to closing fast with Fred is

- *Relationship and rapport are valuable for them, but so is proven product value.*

Will you ever get a clear answer from Fred

- *They will hardly ever say a direct no.*

Insights For Deal Planning

How Fast (Or Slow) Will Fred Move?

- *Even when they are constantly engaged, they do not reach decisions quickly.*

Can Fred Take Some Risk Or Not?

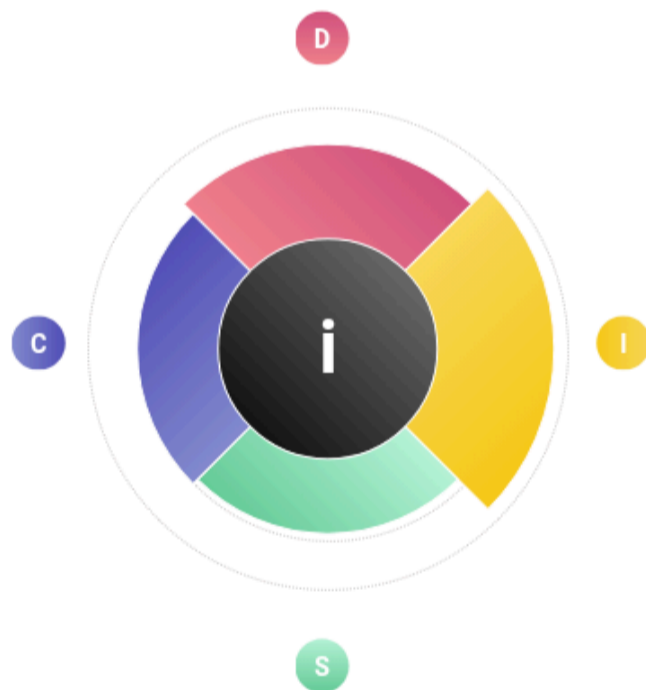
- *They can take some low-probability risks if needed.*

You And Fred

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Fred'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.