



## G. SUBRAMANI

**Sharpshooter**  
DISC Type : CD

**Manager at CIEL HR**  
Chennai, Tamil Nadu, India

### Overview

G. has no verified overview

#### 👉 Personality Overview

**Thorough Evaluator**

**Rigorous & Demanding**

**ROI Driven**

They are less concerned about the product and more about its potential impact. They put a lot of effort into ensuring personal success. They like to stay in control of the negotiation or defining of the terms.

#### 👉 Topics They Care About

G. has no verified topics they care about

### Media Appearances

G. has no verified media appearances

### Work History

- 6-2025  
Manager at CIEL HR
- 1-2024 - 5-2025  
Vertical Manager at CareerTree HR Solutions Pvt. Ltd.
- 1-2023 - 11-2023  
Manager Non IT Delivery at CIEL HR
- 12-2021 - 12-2022  
Assistant Manager Non IT Delivery at CIEL HR
- 8-2016 - 12-2021  
Senior Talent Acquisition Specialist at Covenant Consultants

### Education

- 2014 - 2015  
PGDPM & IR from Alagappa University
- 2006 - 2008  
MBA from University of Madras

## More Information

Social Presence :



Prographics :

Exp : 16 Location : **Chennai, Tamil Nadu, India** Job Level : **Middle** Designation : **Manager at CIEL HR**

## Insights For Selling To G.

### 👉 During A Call Or A Meeting

#### DO's

- Speak about competitive differentiation that your product offers
- Use phrases like 'it's your decision', 'strategic impact' etc.
- Help them weigh the risks by sharing objective proof points without becoming too analytical

#### DONT's

- Don't try too hard to forge relationships with them
- Do not spend too much time focusing on product tech or features
- Do not back off when challenged, respond with a confident, objective answer instead

## 👉 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 G., this is [user\_fname] at [user\_companynamefirsttwowords].

**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:** 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 G. 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 G.

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

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## Insights For Deal Planning

How Fast (Or Slow) Will G. Move?

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

Can G. Take Some Risk Or Not?

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

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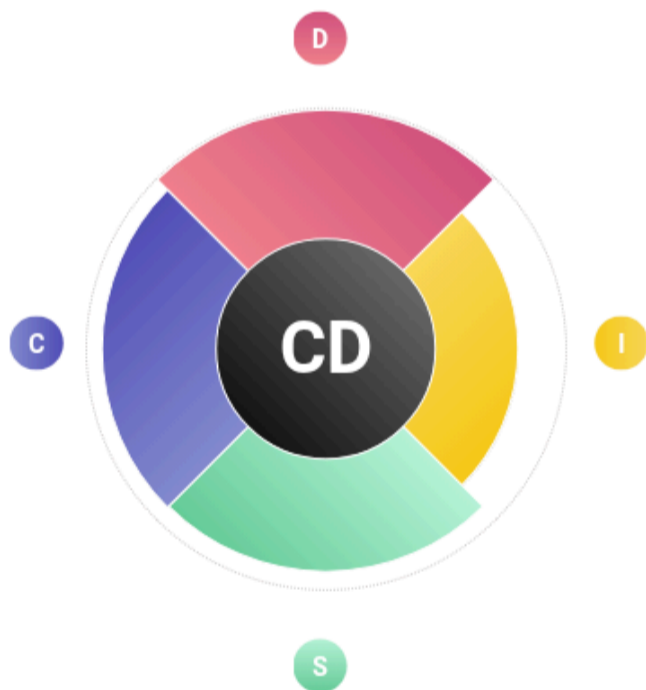
## You And G.

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : G.'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.

### **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.