



# GABRIEL DURAN

Activist  
DISC Type : Cd

Inside Sales Representative at dormakaba  
Tampa, Florida, United States

## Overview

Gabriel has no verified overview

### 👤 Personality Overview

Value Conscious

Perfectionist

Meticulous

They respond well to confident salespeople. They care equally about the product and its potential impact. They focus on objectivity in a pitch and pay little attention to bells and whistles.

### 👤 Topics They Care About

Gabriel has no verified topics they care about

## Media Appearances

Gabriel has no verified media appearances

## Work History

- 9-2023  
Inside Sales Representative at dormakaba
- 4-2022 - 9-2023  
Sales Enablement Specialist at Actabl
- 1-2021 - 4-2022  
Sales Development Representative at Transcendent
- 5-2020 - 8-2020  
Research Assistant at University of Tampa
- 1-2020 - 5-2020  
Private Language Tutor at Self Employed

## Education

- 2017 - 2020  
Bachelor of Science - BS from University of Tampa
- 2017 - 2020  
Bachelor of Arts - BA from University of Tampa

## More Information

Social Presence :



Prographics :

Exp : 6 Location : **Tampa, Florida, United States** Job Level : **Junior** Designation : **Inside Sales Representative at dormakaba**

## Insights For Selling To Gabriel

### 👉 During A Call Or A Meeting

#### DO's

- Make sure that they have the necessary authority, they could present false stature sometimes
- Be crisp while making the pitch
- Get to the point quickly instead of spending too much time on pleasantries

#### DONT's

- Do not give up if they are not convinced, try again with a different approach
- Don't try to be an alpha salesperson, give them equal space
- Avoid long winding pitches, stay objective

## 👉 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 Gabriel, 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 Gabriel is

- *Conviction in the product matters to them, followed by proof points and strong testimonials.*

Will you ever get a clear answer from Gabriel

- *They may not be very forthcoming, but they will say no if needed.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Gabriel Move?

- *Their decision making speed is somewhere in the middle.*

Can Gabriel Take Some Risk Or Not?

- *They can take risks but after weighing up the pros and cons.*

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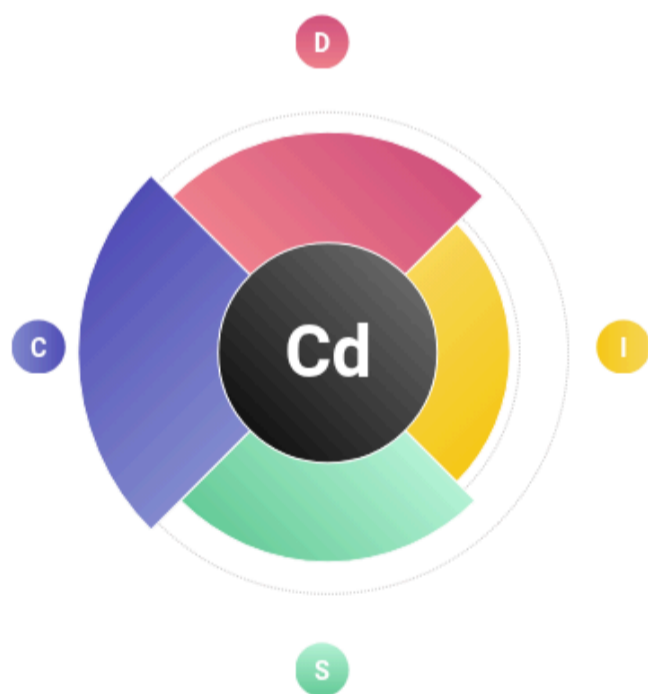
## You And Gabriel

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Gabriel'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.