



## GABRIEL QUEK

**Researcher**  
DISC Type : Cs

**Strategic Partnerships at Harvey**  
Boston, Massachusetts, United States

### Overview

Gabriel Quek leads Strategic Partnerships at Harvey, leveraging his background as a Project Leader at Boston Consulting Group in their Tech & Digital Advantage practice. He holds both a JD and an MBA from Northwestern University, combining deep expertise in legal frameworks with tech and product strategy to foster revenue growth and market penetration.

His background includes practicing as a litigation and international arbitration attorney for a top global law firm, where he represented Fortune Global 500 clients. This unique blend of legal and business consulting experience informs his strategic approach to partnerships in the legal tech space, particularly in the advancement of AI within the legal profession.

He built and scaled Harveys law school partnership program from the ground up, scaling it to 17 elite institutions within two months.

### Personality Overview

**Self-Disciplined**      **Process Focused**      **ROI Seeker**

Being observant comes to them naturally. They do not like taking risks at all and go for proven options in the end. They are heavily focused on quality and prefer doing things the right way, even if it takes time.

### Topics They Care About

**AI in Law**  
He is driving the adoption of AI in the legal field by creating and scaling Harvey's partnership program with elite law schools, including his alma mater, Northwestern.

**Strategic Partnerships**  
His current role and prior consulting experience at BCG involved designing and orchestrating partnership strategies to expand product capabilities, grow market share, and boost revenue for tech companies.

**Go-to-Market Strategy**

At L. E. K. Consulting, he led teams to develop comprehensive product positioning and go-to-market strategies for consumer technology clients to drive measurable revenue growth.

### Legal Education

He is passionate about integrating AI proficiency into legal education, personally forging collaborations with deans, faculty, and administrators at top-tier law schools.

### Northwestern Wildcats

[Predicted] Based on his JD-MBA from Northwestern University, he may follow the school's Wildcats athletic teams.

### Chicago Sports

[Predicted] Having attended university in the Chicago area, he may have an affinity for local professional sports teams like the Bears, Bulls, or Cubs.



## Media Appearances

Gabriel has no verified media appearances

## Work History

- 11-2024  
Strategic Partnerships at Harvey
- 3-2023 - 8-2024  
Project Leader (Tech & Digital Advantage practice) at Boston Consulting Group (BCG)
- 3-2021 - 2-2023  
Consultant (Tech & Digital Advantage practice) at Boston Consulting Group (BCG)
- 7-2019 - 9-2020  
Consultant (Consumer Tech practice) at L.E.K. Consulting
- 1-2013 - 12-2015  
Senior Associate (Litigation and International Arbitration attorney) at WongPartnership LLP

## Education

- 8-2017 - 6-2019  
Master of Business Administration - MBA from Northwestern University - Kellogg School of Management
- 8-2016 - 6-2019  
Juris Doctor - JD from Northwestern University Pritzker School of Law

## More Information

### Social Presence :



### Prographics :

Exp : **10** Location : **Boston, Massachusetts, United States** Job Level : **N/A** Designation : **Strategic Partnerships at Harvey**

# Insights For Selling To Gabriel

## 👉 During A Call Or A Meeting

### DO's

- Preferably use email to follow up with them instead of phone or LinkedIn, engage by asking question or opinions
- Use a presentation with information before getting into a live product walkthrough
- Share a one-off customer success story but keeps the focus on highlighting objective, numerical results

### DONT's

- Don't ask them to move fast, let them take their time and digest all the information
- Avoid emotional and informal language, stay objective and to the point instead
- Give it some time before you try to build rapport and a relationship, it doesn't come to them naturally

## 👉 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\_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:** Precise

*Example: Measurable results', '6.2% more sales' etc.*

**Salutation:** Yes (Something formal)

*Example: Use 'Hi' (along with the first name)*

**Greeting:** Yes (Say something formal/usual)

*Example: Use standard lines, like 'I hope that you are doing well' etc.*

**Emojis/GIFs:**

**Bullet Points:** Recommended

**Closing Line:** Logically summarize/ask

*Example: Something like 'If these points make it clear, shall we speak tomorrow at 11am?'*

**Complimentary Close:** Formal

*Example: Something simple like 'Thanks', 'Regards' etc.*

**Tone of Words:** Objective, informational

**Overall Messaging:** Focused on removing doubts

**Length of Mail:** Medium

*Example: Ideally upto 120-130 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Gabriel is

- *Low-risk, adoption by others are very important to them, followed by confidence in ROI.*

Will you ever get a clear answer from Gabriel

- *Often, they don't say no, or keep going about it in circles.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Gabriel Move?

- *They do not like to rush and therefore can be quite slow in their decision-making.*

Can Gabriel Take Some Risk Or Not?

- *They have little risk-appetite and prefer to take measured decisions.*

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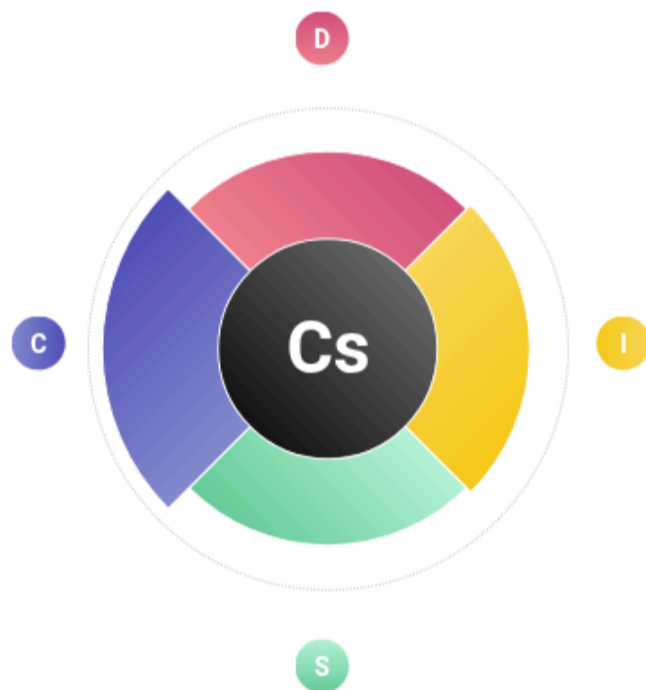
## You And Gabriel

### 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.

### STEADINESS

Steadiness(S) reflects the degree to which a person is likely to focus on cooperation, support and taking everyone along. Those scoring high tend to be consistent and calm, are excited about the opportunity to collaborate and partner and could sometimes be indecisive or overly accommodating.