



GAUTAMI SHIRHATTI

Enthusiast
DISC Type : i

Sr. Director, Ambulatory Systems & Services at Stanford Health Care
San Francisco Bay Area, United States

Overview

Gautami has no verified overview

Personality Overview

Story Driven **Amiable & Agreeable** **Optimistic**

They agree with others often, so exercise caution when relying on their word. Unlike D or C types, they are convinced more by stories and testimonials. They prefer to build relationships rather than staying totally transactional.

Topics They Care About

Gautami has no verified topics they care about

Media Appearances

Gautami has no verified media appearances

Work History

- 12-2022
Sr. Director, Ambulatory Systems & Services at Stanford Health Care
- 12-2019
Chief of Staff, Office of the CIO at Stanford Health Care
- 7-2017
Program Director, Information Technology, New Stanford Hospital (500P) at Stanford Health Care
- 7-2011 - 12-2012
Sr. Project Manager, Epic implementations at Providence Health & Services
- 6-2007 - 2-2011
Project Manager at NCR Corp

Education

- 2003 - 2005
MS from University of Central Florida
- 2005 - 2007
MS from Institute of Simulation & Training, University of Central Florida

More Information

Social Presence :



Prographics :

Exp : **15** Location : **San Francisco Bay Area, United States** Job Level : **Senior**

Designation : **Sr. Director, Ambulatory Systems & Services at Stanford Health Care**

Insights For Selling To Gautami

👉 During A Call Or A Meeting

DO's

- Maintain high, positive energy and convey confidence
- Compliment them about their personality if you get a chance
- Speak from experience about success that the product has seen with other customers

DONT's

- Don't ask too many questions in one go, weave them into the flow
- Don't be critical or challenge them openly, they can react defensively
- Don't be too formal with them, they trust informality more

👉 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 Gautami, [user_fname] here at [user_companynamewithfirsttwowords] 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: Gautami, 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 Gautami is

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

Will you ever get a clear answer from Gautami

- *They probably won't say no directly.*

Insights For Deal Planning

How Fast (Or Slow) Will Gautami Move?

- *They are not the ones to make fast decisions, even while they stay committed.*

Can Gautami Take Some Risk Or Not?

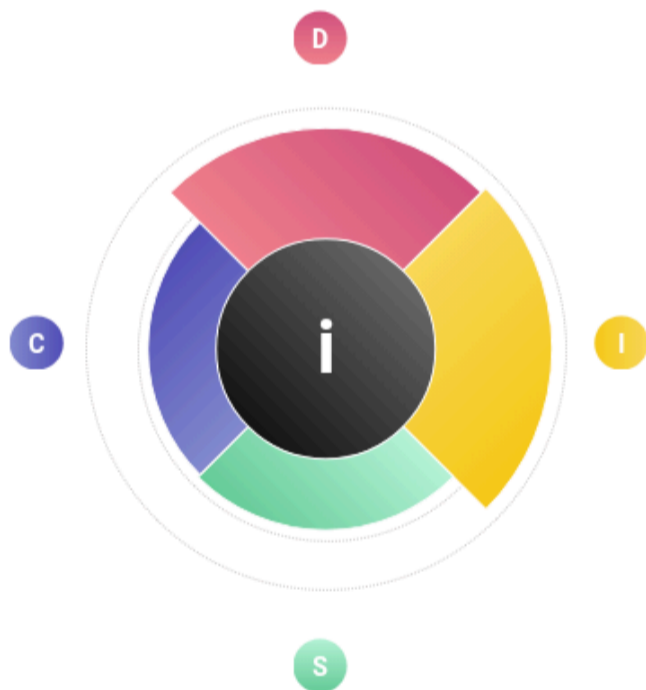
- *They can take some low-probability risks if needed.*

You And Gautami

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Gautami'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.