



GEORGE EICHHOLZER

Sharpshooter
DISC Type : CD

VP of Technology at Carbon6
Toronto, Ontario, Canada

Overview

George has no verified overview

👉 Personality Overview

- Thorough Evaluator
- Fast But Analytical
- Rigorous & Demanding

They are not focused on building rapport and relationships. They are very proud of what they do. They like to act fast and expect others to do the same.

👉 Topics They Care About

George has no verified topics they care about

Media Appearances

George has no verified media appearances

Work History

- 10-2023
VP of Technology at Carbon6
- 7-2019 - 5-2023
VP of Engineering at The Airline Software Company
- 7-2018 - 6-2019
Chief Technology Officer at OneEleven 111
- 4-2015 - 6-2018
VP of Engineering at Top Hat
- 4-2014 - 4-2015
CTO NexJ Finance at NexJ Systems

Education

- 1989 - 1994
BASc from University of Waterloo
- 1984 - 1989
Education details unavailable from John Paul II Catholic High School, London, ON

More Information

Social Presence :



Prographics :

Exp : 19 Location : Toronto, Ontario, Canada Job Level : Senior Designation : VP of Technology at Carbon6

Interested In

Sports

Intramural Broomball, Flag Football, Engineering Floor Hockey, Volleyball, Referee in Chief for intr...

Insights For Selling To George

👉 During A Call Or A Meeting

DO's

- Make sure that you circle back fast on any action items, it wins their trust
- Be respectful but crisp
- Refer to testimonials from well-known industry leaders

DONT's

- Do not spend too much time focusing on product tech or features
- Avoid being too verbose
- Don't take too much time in sending them information if they ask for any

👉 When Cold Calling

Insights

Pattern Interrupt: Confident style, with a mix of informality and formality gets their attention.

Pace: Speak slightly fast. Sound like a 'gets shit done' person.

Tone: Do not sound too eager, as if you have met a friend suddenly after a long time. Keep the tone calm but confident.

Tactics To Win: Strong words, focus on results, respectful confidence

Mistakes To Avoid: Apologizing, nervousness, information overload, social proof

Making The Ask: Confidently, ask for 10-15 minutes. Allude to the results and outcomes that are possible. They care about the ends more than the means.

Subconscious Driver: Results and outcomes are what matter to them. Any credible shot at getting results will appeal to them quickly.

Script

Greeting: George, this is [user_fname] at [user_companynamewordstwowords].

Opener: In 30 seconds if I could share how 100% of your sellers could kick ass this year, can I go for it?

Introduction: We have built an AI that predicts exactly what would matter to your buyer before you even meet them.

Ask: Can I put 15 minutes on your calendar to show you how this changes outcomes for you?

Close: [time1] on [date1] sounds good? Or would you prefer [time2] on [date2]? And [prospect_email] works well?

👉 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 George 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 George

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

Insights For Deal Planning

How Fast (Or Slow) Will George Move?

- *They can take decisions very fast if you manage to convince them.*

Can George Take Some Risk Or Not?

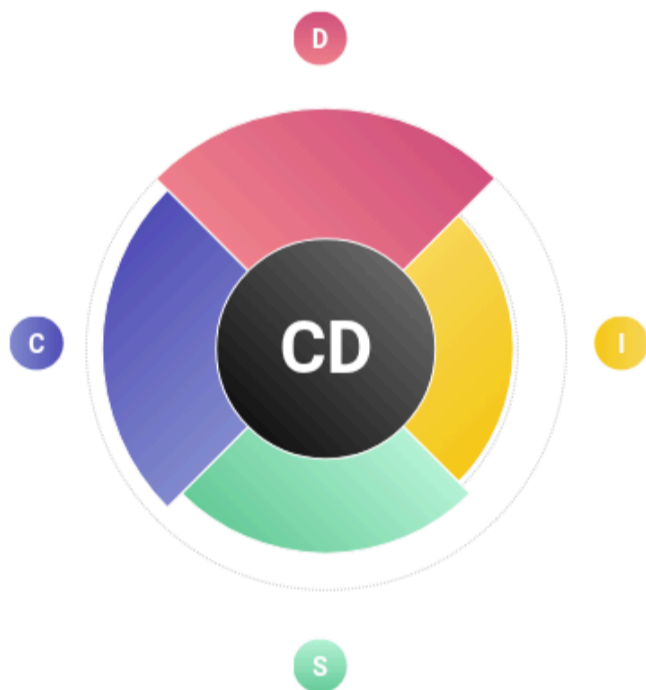
- *The risks don't matter much to them.*

You And George

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : George'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.