



## GREG ALLEN

**Pioneer**  
DISC Type : ids

**Vice President Customer Experience at Kollektive Technology**  
Bend, Oregon, United States

### Overview

Greg has no verified overview

#### Personality Overview

**Driven But Considerate**      **Decisive But Friendly**      **Friendly But Fast**

They have the unique ability to win both love and respect from their team (or outsiders) If they are convinced, they can become very strong champions for your product They combine a unique set of diverse traits where they are fast and friendly but can slow down to be thorough when needed

#### Topics They Care About

Greg has no verified topics they care about

### Media Appearances

Greg has no verified media appearances

### Work History

- 6-2024  
Vice President Customer Experience at Kollektive Technology
- 12-2021  
Vice President of Customer Success at Kollektive Technology
- 5-2019 - 12-2021  
Sr. Director, Customer Success at Kollektive Technology
- 4-2011 - 12-2014  
Sr. Program Manager, Operations at AmerisourceBergen Speciality Group

### Education

- 2004 - 2006  
Bachelors from San José State University

- Team Coordinator at AmerisourceBergen Speciality Group

## More Information

### Social Presence :



### Prographics :

Exp : **N/A** Location : **Bend, Oregon, United States** Job Level : **N/A**

Designation : **Vice President Customer Experience at Collective Technology**

## Insights For Selling To Greg

### 👉 During A Call Or A Meeting

#### DO's

- Use phrases like 'your decision will', 'you will impact' etc.
- Ask them for a lunch or coffee once some rapport has been established
- During followups, use calls or text if needed, they should be fine

#### DONT's

- Don't hesitate from asking questions or pushing them, but take a formal approach
- Avoid focusing only on the product or its ROI, keep building trust subtly
- Don't lean very heavily into providing too much information, sharing whitepapers etc.

## 👉 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 Greg, [user\_fname] here at [user\_companynamewordstwowords] 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:** Greg, 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:** Exciting, direct

*Example: John, quantum jump', 'Is it game over?' etc.*

**Salutation:** No

*Example: Skip 'Hi', 'Hey' etc., use only the first name*

**Greeting:** No (Or say something unique)

*Example: Skip anything, or say something unique like 'What an exciting discussion it's been!'*

**Emojis/GIFs:**

**Bullet Points:** Could use

**Closing Line:** Informally state your ask

*Example: Something like 'John, if you are on, let's finalize tomorrow?'*

**Complimentary Close:** Unique, casual

*Example: Something like 'Looking forward!', 'To new beginnings!' etc.*

**Tone of Words:** Informal, direct

**Overall Messaging:** Focused on personal achievement

**Length of Mail:** Short

*Example: Ideally upto 100-120 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Greg is

- *Nothing less than a strong combination of proof of results, relationship and high levels of professionalism is effective with them.*

Will you ever get a clear answer from Greg

- *They can say no while staying friendly, but can also be persuaded to reconsider*

## Insights For Deal Planning

How Fast (Or Slow) Will Greg Move?

- *They are generally fast movers and can take quick decisions*

Can Greg Take Some Risk Or Not?

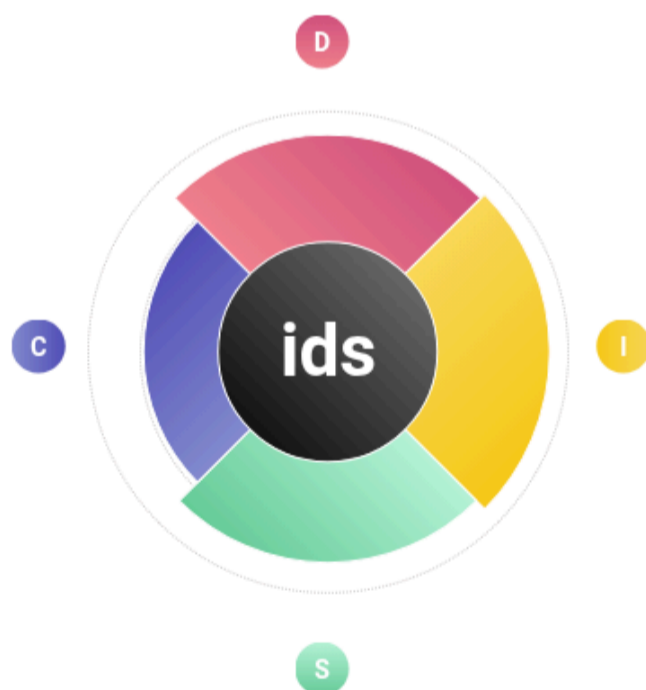
- *They have high risk-appetite but can get ahead of themselves once in a while. Observe carefully*

## You And Greg

### Personality Compatibility

Not enough data to show compatibility comparison

## DISC Profile : Greg'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.

### 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.

### 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.