



GREGORY RAU

Energizer
DISC Type : I

Conference Room/Events Support Engineer at Allied Digital Services Limited
Portland, Oregon, United States

Overview

Gregory has no verified overview

👉 Personality Overview

Big Picture Person Enthusiastic Informal

They are always positive and upbeat, so take their promises with a pinch of salt. They are not always early adopters but can be persuaded by leveraging strong relationships. They are friendly, approachable and love to make new connections.

👉 Topics They Care About

Gregory has no verified topics they care about

Media Appearances

Gregory has no verified media appearances

Work History

- 7-2021
Conference Room/Events Support Engineer at Allied Digital Services Limited
- 3-2021 - 7-2021
AV Field Engineer at IES Communications
- 3-2020 - 11-2020
Technical Support Specialist II at Biamp
- 4-2017 - 3-2020
Audio Visual Tier 2 Technical Support Technician (for Microsoft) at Compass Group
- 9-2014 - 4-2017
Audio Visual Technician at Horseshoe Casino

Education

- 2005 - 2010
Bachelor of Sciences from Middle Tennessee State University (MTSU)
- 2005 - 2010
Bachelor's of Science from Middle Tennessee State University (MTSU)
- 2005 - 2010
Bachelor of Science - BS from Middle Tennessee State University (MTSU)

More Information

Social Presence :



Prographics :

Exp : **18** Location : **Portland, Oregon, United States** Job Level : **Mid-senior**

Designation : **Conference Room/Events Support Engineer at Allied Digital Services Limited**

Interested In

Entertainment

Mixing, Band

Insights For Selling To Gregory

👉 During A Call Or A Meeting

DO's

- Speak enthusiastically with energy, maintain a clear and confident tone
- Be friendly and entertaining in your conversation
- Talk anecdotally about the customer experience that your product offers

DONT's

- Avoid overloading them with too much detail
- Avoid cutting into their flow
- Avoid ifs and buts, don't talk too much about the risks 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 Gregory, [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: Gregory, 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 Gregory is

- *Relationship and rapport can play an important role, sometimes more than the other factors.*

Will you ever get a clear answer from Gregory

- *They will probably never say no directly, you have to make that decision yourself.*

Insights For Deal Planning

How Fast (Or Slow) Will Gregory Move?

- *They are not the quickest decision makers, their friendly attitude could be misleading.*

Can Gregory Take Some Risk Or Not?

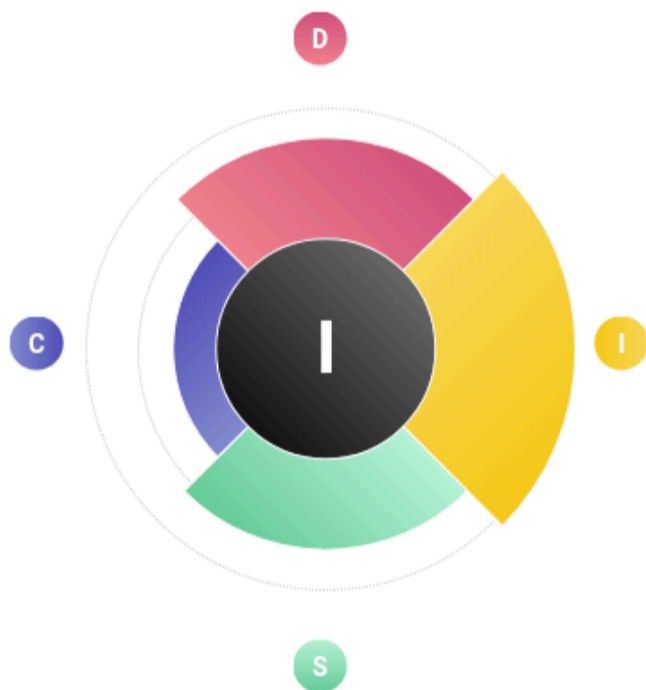
- *They can take certain risks that are unlikely to have personal consequences.*

You And Gregory

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Gregory'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.