



HANFEI TUO

Critic
DISC Type : C

Director of Engineering at Plug Power
Canonsburg, Pennsylvania, United States

Overview

Hanfei has no verified overview

👉 Personality Overview

Three light blue rounded rectangular buttons containing the following personality types: **Negotiator**, **Information Seeker**, and **Critic**.

Unless the value is proven by data, they are unlikely to value fancy features. They choose to analyze logically and value facts to emotions. It is very likely that they will negotiate pricing or other important terms.

👉 Topics They Care About

Hanfei has no verified topics they care about

Media Appearances

Hanfei has no verified media appearances

Work History

- 10-2022
Director of Engineering at Plug Power
- 5-2021 - 9-2022
Senior Engineering Manager at Plug Power
- 3-2020 - 5-2021
Process Engineer at Linde Engineering
- 11-2019 - 5-2021
Development Professional at Praxair, Inc
- 10-2017 - 10-2019
Senior Development Specialist at Praxair, Inc

Education

- 2009 - 2013
Education details unavailable from University of Illinois Urbana-Champaign
- Education details unavailable from Xi'an Jiaotong University

More Information

Social Presence :



Prographics :

Exp : **16** Location : **Canonsburg, Pennsylvania, United States** Job Level : **Mid-senior**

Designation : **Director of Engineering at Plug Power**

Insights For Selling To Hanfei

👉 During A Call Or A Meeting

DO's

- Be ready to answer many clarity-seeking questions and requests for information
- Tell them what ROI they can expect
- Don't forget to mention how you compare to competition on both features and pricing

DONT's

- Don't try to give too many examples of other users, they like to make their own decisions
- Don't try too hard to build a relationship with them
- Don't give superficial answers, they are easily rattled by them

👉 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 Hanfei, 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: Objective

Example: Getting personalization right, '40% increase' etc.

Salutation: Yes (Something usual)

Example: Use 'Hi' or only the first name

Greeting: No

Example: Skip lines like 'I hope you are doing well'

Emojis/GIFs:

Bullet Points: Recommended

Closing Line: Logically summarize/ask

Example: Something like 'If these points make sense, shall we speak tomorrow?'

Complimentary Close: None or formal

Example: Something simple like 'Thanks', or nothing at all.

Tone of Words: Objective, informational

Overall Messaging: Focused on allaying doubts and ROI

Length of Mail: Short

Example: Ideally upto 100-120 words

👉 While Negotiating & Closing

The secret to closing fast with Hanfei is

- *Proven ROI, pricing and objective proof points are the factors that sway their decision.*

Will you ever get a clear answer from Hanfei

- *They are comfortable saying no if they are convinced that it is the correct decision.*

Insights For Deal Planning

How Fast (Or Slow) Will Hanfei Move?

- *Their decision-making is neither very fast nor very slow, they are somewhere in between.*

Can Hanfei Take Some Risk Or Not?

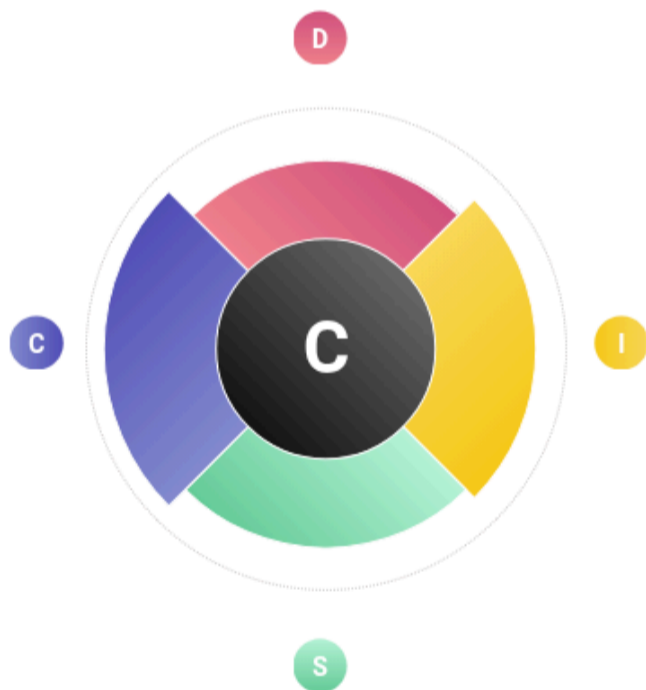
- *They can take risks if their analysis shows that it would be worth it.*

You And Hanfei

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Hanfei'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.