



# HARRIET WILKINSON

**Examiner**  
DISC Type : sc

**Account Manager at VCCP**  
London, England, United Kingdom

## Overview

Harriet has no verified overview

### 👉 Personality Overview

**Status Quo Seeker**      **Overcautious**      **Unexpressive**

They are always well-planned and adopt a systematic approach. The only way to convince them is by showing them examples and ample proof. They are heavily focused on quality and prefer doing things the right way, even if it takes time.

### 👉 Topics They Care About

Harriet has no verified topics they care about

## Media Appearances

Harriet has no verified media appearances

## Work History

- 6-2024  
Account Manager at VCCP
- 11-2023 - 6-2024  
Senior Account Manager at Jones and Palmer
- 8-2021 - 1-2024  
Account Manager at Jones and Palmer
- 10-2020 - 8-2021  
First Class Finish Advisor at Mercedes-Benz Financial Services UK
- 7-2019 - 3-2020  
Accounts Payable Assistant at Travelodge Hotels Limited

## Education

- 9-2016 - 7-2019  
Bachelor of Laws - LLB from University of Bristol
- 9-2009 - 7-2016  
Education details unavailable from Sir Henry Floyd Grammar School

## More Information

Social Presence :



Prographics :

Exp : 5 Location : **London, England, United Kingdom** Job Level : **Middle** Designation : **Account Manager at VCCP**

## Insights For Selling To Harriet

### 👉 During A Call Or A Meeting

#### DO's

- Expect them to be slow and cautious, encourage them to ask more questions
- Expect them to be vague in response to your questions, ask firmly and pointedly
- Ask them which other stakeholders would be important for this purchase decision

#### DONT's

- Don't push them too hard to make fast decisions, give them time
- Don't rely on relationship building even if they act pleasantly
- Don't be very accepting if that is your natural style, stay firm

## 👉 When Cold Calling

### Insights

**Pattern Interrupt:** A polite and formal approach, that doesn't sound over-friendly or too aggressive makes it hard for them to say no to you.

**Pace:** Slow down a little bit, especially if you are fast usually. Sound like a 'calming break from the day' person.

**Tone:** Keep your tone calm and soothing, as if you are giving a stranger advice on a critical matter.

**Tactics To Win:** Use of social proof, FOMO, repeating their name

**Mistakes To Avoid:** Strong words, over-confidence, informal language

**Making The Ask:** Formally, respectfully request their time. They find it quite hard to say no (Compared to Dominant or Calculative types for eg)

**Subconscious Driver:** They are change-averse by default. Hence a FOMO laden pitch can jolt them into action.

### Script

**Greeting:** Good morning/evening Harriet, how are you? This is [user\_fname] at [user\_companynamewithfirsttwowords].

**Opener:** You are of course busy, would it be ok for me to take 30 seconds of your time to explain why I have called today?

**Introduction:** My company has built an AI that predicts prospect's personality and behavior so that you can start building trust from the very first second that you meet them.

**Ask:** Harriet, companies like [abc], [xyz] have found it to be invaluable and adopted it already, it would be ok perhaps to put 15 minutes on your calendar to share why this could be valuable for you.

**Close:** If you are a morning person, then how does Tues or Wed look at [time]? And your email ID is [prospect\_email]?

## 👉 When Writing An Email

**Subject:** Precise

*Example: Measurable results', '6.2% more sales' etc.*

**Salutation:** Yes (Something formal)

*Example: Use 'Hi' (along with the first name)*

**Greeting:** Yes (Say something formal/usual)

*Example: Use standard lines, like 'I hope that you are doing well' etc.*

**Emojis/GIFs:**

**Bullet Points:** Recommended

**Closing Line:** Logically summarize/ask

*Example: Something like 'If these points make it clear, shall we speak tomorrow at 11am?'*

**Complimentary Close:** Formal

*Example: Something simple like 'Thanks', 'Regards' etc.*

**Tone of Words:** Objective, informational

**Overall Messaging:** Focused on removing doubts

**Length of Mail:** Medium

*Example: Ideally upto 120-130 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Harriet is

- *Proof of usage by others in the industry, case studies showing ROI are likely to work the best with them.*

Will you ever get a clear answer from Harriet

- *Often, they don't say no, or keep going about it in circles.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Harriet Move?

- *They are some of the slowest movers and take their time reaching decisions.*

Can Harriet Take Some Risk Or Not?

- *They have very low acceptance of risk even if they do not say it directly.*

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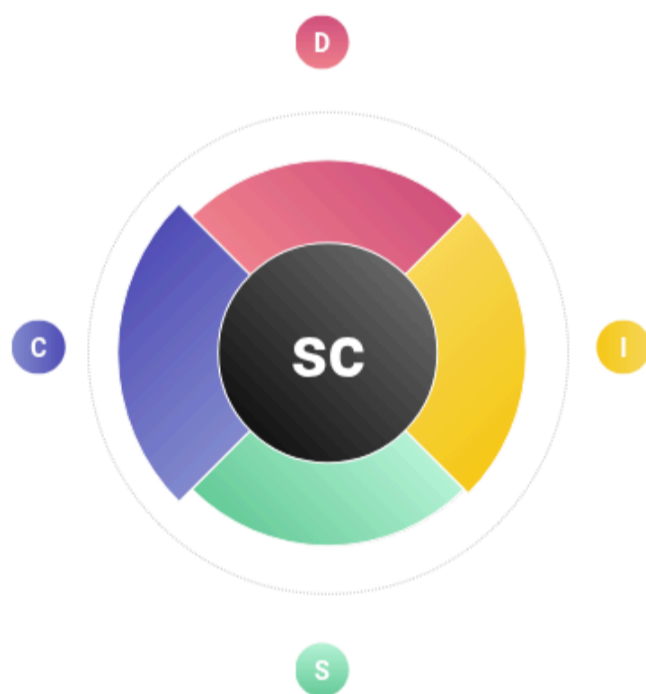
## You And Harriet

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Harriet's Key Traits



### 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.

### 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.