



HARRY NICHOLS

Energizer
DISC Type : I

Freelance Video Editor at Hoi Polloi Media
United Kingdom

Overview

Harry has no verified overview

👤 Personality Overview

Enthusiastic Full Of Energy Imaginative

They are friendly, approachable and love to make new connections. Unlike C or D types, they are vocal with their opinions but not so much with their questions. They are not always early adopters but can be persuaded by leveraging strong relationships.

👤 Topics They Care About

Harry has no verified topics they care about

Media Appearances

Harry has no verified media appearances

Work History

- 6-2015
Freelance Video Editor at Hoi Polloi Media
- 5-2015
Freelance Video Editor at tilt
- 7-2014
Freelance Video Editor at Whitecoat
- 4-2013
Cloud Editor/Event Supervisor at deltatre media
- 3-2013 - 4-2014
Mobile Dub Supervisor, UEFA & Europa League. at deltatre media

Education

- 2013 - 2014
Bachelor of Arts (B.A.) from Ravensbourne University London
- 2011 - 2013
FDA Industry Practice from Ravensbourne University London

More Information

Social Presence :



Prographics :

Exp : **13** Location : **United Kingdom** Job Level : **Junior** Designation : **Freelance Video Editor at Hoi Polloi Media**

Insights For Selling To Harry

👉 During A Call Or A Meeting

DO's

- Invite them for a lunch or a drink/coffee
- Speak enthusiastically with energy, maintain a clear and confident tone
- Talk anecdotally about the customer experience that your product offers

DONT's

- Avoid cutting into their flow
- Don't be too formal, focus on building comfort and trust
- Don't push them to make a decision too fast, let them get comfortable first

👉 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 Harry, [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: Harry, 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 Harry is

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

Will you ever get a clear answer from Harry

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

Insights For Deal Planning

How Fast (Or Slow) Will Harry Move?

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

Can Harry Take Some Risk Or Not?

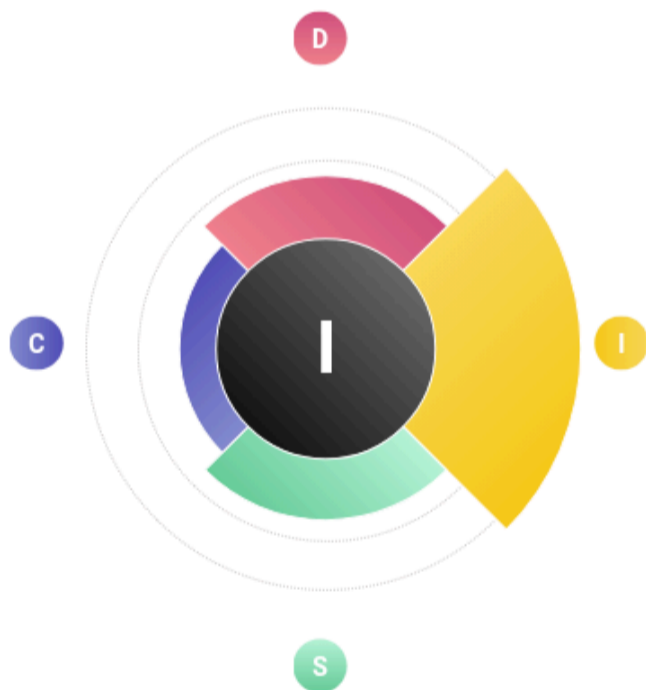
- *They can accept limited risks, ones that they think will not impact them personally.*

You And Harry

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Harry'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.