



## HARSHIT SOLANKI

**Critic**  
DISC Type : C

**Associate Sr Technical Consultant at Conga**  
Ahmedabad, Gujarat, India

### Overview

Harshit Solanki is an Associate Senior Technical Consultant at Conga with over four years of experience specializing in CPQ and CLM solutions. He holds a Bachelors in Computer Engineering from L. D. College of Engineering and is proficient in handling complex technical scenarios for a wide range of Conga products.

He is a highly certified professional, holding five Conga certifications and two Salesforce certifications, including Salesforce Administrator.

### Personality Overview

**Objective Thinker**   **Critic**   **ROI Driven**

It is very likely that they will negotiate pricing or other important terms. They enjoy working alone and do not rely on others very often. They prefer to do logical analysis and value evidence over emotions.

### Topics They Care About

- Conga CPQ & CLM**  
He has over four years of experience at Conga, specializing in their core CPQ and Contract Lifecycle Management products.
- Salesforce Ecosystem**  
Holds two Salesforce certifications, including Salesforce Certified Administrator, indicating deep expertise in the platform that underpins Conga's solutions.
- Technical Problem-Solving**  
His role focuses on supporting customers by handling complex functional and technical challenges across multiple product lines.
- Customer Success**

[Predicted] As a technical consultant, his primary focus is on delivering high-quality support and ensuring clients effectively use the software.

### SaaS Platform Capabilities

[Predicted] His background in computer engineering and certifications in configurable platforms like Salesforce and Conga suggest an interest in scalable software architecture.



## Media Appearances

Harshit has no verified media appearances

## Work History

- 4-2026  
Associate Sr Technical Consultant at Conga
- 4-2024  
Technical Consultant at Conga
- 7-2022 - 3-2024  
Associate Technical Consultant at Conga
- 1-2022 - 6-2022  
Project Trainee at Conga

## Education

- 2018 - 2022  
Bachelor of Engineering - BE from L.D. College of Engineering

## More Information

### Social Presence :



### Prographics :

Exp : 4   Location : **Ahmedabad, Gujarat, India**   Job Level : **Junior**   Designation : **Associate Sr Technical Consultant at Conga**

## Insights For Selling To Harshit

### 👉 During A Call Or A Meeting

#### DO's

- Don't forget to mention how you compare to competition on both features and pricing
- Tell them what ROI they can expect
- Be ready for penetrating questions and critical examination of your pitch

#### DONT's

- Don't rush them till they have clearly gotten all the necessary information
- Avoid pushing them too much to involve other stakeholders unless it is critical
- Do not use very emotional or colorful language

## 👉 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 Harshit, 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 Harshit is

- *Strong evidence of ROI, effective pricing, and proven data points matter the most to them.*

Will you ever get a clear answer from Harshit

- *It is not very hard for them to say no if they are not convinced about the decision.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Harshit Move?

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

Can Harshit Take Some Risk Or Not?

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

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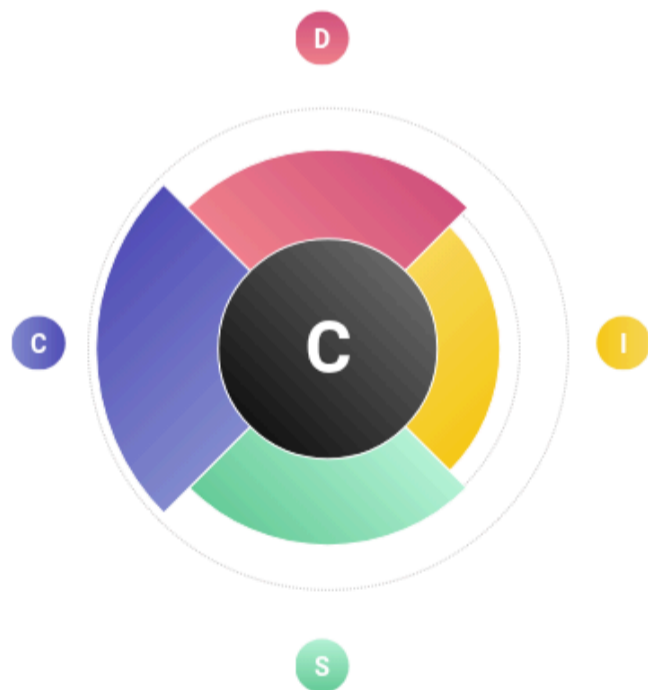
## You And Harshit

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Harshit'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.