



HERVE JACOB

Examiner
DISC Type : sc

Category manager Electrical Installation and Maintenance at ENGIE
Brive-la-Gaillarde, Nouvelle-Aquitaine, France

Overview

Herve has no verified overview

👉 Personality Overview

Process Oriented Status Quo Seeker Unexpressive

Being observant comes to them naturally. They are always well-planned and adopt a systematic approach. They are heavily focused on quality and prefer doing things the right way, even if it takes time.

👉 Topics They Care About

Herve has no verified topics they care about

Media Appearances

Herve has no verified media appearances

Work History

- 9-2014
Category manager Electrical Installation and Maintenance at ENGIE
- 3-2011
Directeur de projets at Cofely Ineo

Education

Herve has no verified education history

More Information

Social Presence :



Prographics :

Exp : **13** Location : **Brive-la-Gaillarde, Nouvelle-Aquitaine, France** Job Level : **Middle**

Insights For Selling To Herve

👉 During A Call Or A Meeting

DO's

- Spend time addressing concerns around risk and change, they will have them even if they don't express them
- Expect them to be slow and cautious, encourage them to ask more questions
- Ask them which other stakeholders would be important for this purchase decision

DONT's

- Avoid getting into storytelling mode, especially when they ask specific questions
- Don't push them too hard to make fast decisions, give them time
- Don't rely on relationship building even if they act pleasantly

👉 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 Herve, how are you? This is [user_fname] at [user_companynamewordstwowords].

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: Herve, 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 Herve 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 Herve

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

Insights For Deal Planning

How Fast (Or Slow) Will Herve Move?

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

Can Herve Take Some Risk Or Not?

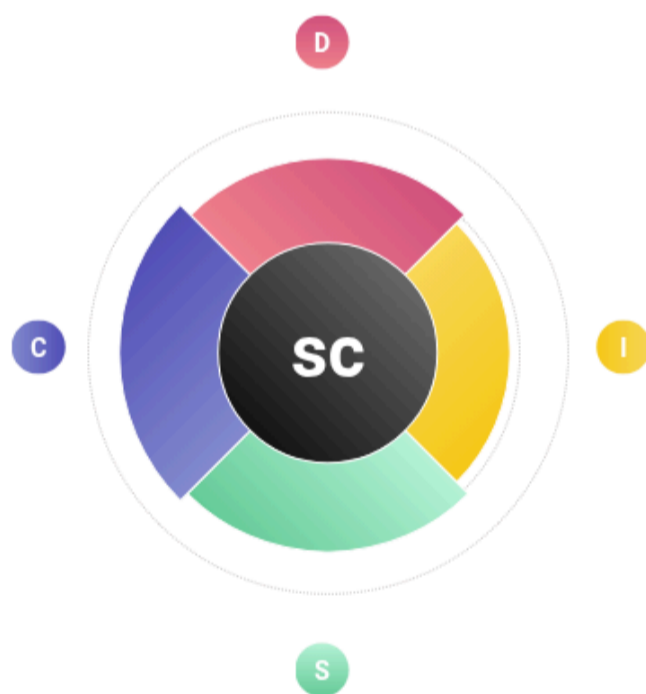
- *They have very low acceptance of risk even if they do not say it directly.*

You And Herve

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Herve'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.