



IRIS JOHNSON

Pioneer
DISC Type : DIS

Learning Program Manager at CDK Global
Cincinnati Metropolitan Area, United States

Overview

Iris has no verified overview

👉 Personality Overview

- Friendly But Fast
- Driven But Considerate
- Decisive But Friendly

If they are convinced, they can become very strong champions for your product. They have the unique ability to win both love and respect from their team (or outsiders). They combine a unique set of diverse traits where they are fast and friendly but can slow down to be thorough when needed.

👉 Topics They Care About

Iris has no verified topics they care about

Media Appearances

Iris has no verified media appearances

Work History

- 4-2025
Learning Program Manager at CDK Global
- 6-2023 - 4-2025
Senior Project Manager at PCMI Corporation
- 4-2022 - 5-2023
Sr. Project Manager at Vertafore
- 8-2021 - 4-2022
Sales Enablement Program Manager at Integrate
- 7-2020 - 6-2021
Business Operations Manager at CDK Global

Education

- 2015 - 2015
Project Management Certificate from University of Phoenix
- 1993 - 1995
MSc from The Ohio State University

More Information

Social Presence :



Prographics :

Exp : 8 Location : Cincinnati Metropolitan Area, United States Job Level : Middle

Designation : Learning Program Manager at CDK Global

Insights For Selling To Iris

👉 During A Call Or A Meeting

DO's

- Mostly stick to your standard pitch and qualifying script, but add some stories or anecdotes to it
- Ask them for a lunch or coffee once some rapport has been established
- Build a trustworthy relationship while keeping the product center-stage

DONT's

- Avoid focusing only on the product or its ROI, keep building trust subtly
- Don't be too verbose or overly friendly; a little bit, however, is fine
- Don't lean very heavily into providing too much information, sharing whitepapers etc.

👉 When Cold Calling

Insights

Pattern Interrupt: Confident style, with a mix of informality and formality gets their attention.

Pace: Speak slightly fast. Sound like a 'gets shit done' person.

Tone: Do not sound too eager, as if you have met a friend suddenly after a long time. Keep the tone calm but confident.

Tactics To Win: Strong words, focus on results, respectful confidence

Mistakes To Avoid: Apologizing, nervousness, information overload, social proof

Making The Ask: Confidently, ask for 10-15 minutes. Allude to the results and outcomes that are possible. They care about the ends more than the means.

Subconscious Driver: Results and outcomes are what matter to them. Any credible shot at getting results will appeal to them quickly.

Script

Greeting: Iris, this is [user_fname] at [user_companynamewordstwowords].

Opener: In 30 seconds if I could share how 100% of your sellers could kick ass this year, can I go for it?

Introduction: We have built an AI that predicts exactly what would matter to your buyer before you even meet them.

Ask: Can I put 15 minutes on your calendar to show you how this changes outcomes for you?

Close: [time1] on [date1] sounds good? Or would you prefer [time2] on [date2]? And [prospect_email] works well?

👉 When Writing An Email

Subject: Exciting, direct

Example: John, quantum jump', 'Is it game over?' etc.

Salutation: No

Example: Skip 'Hi', 'Hey' etc., use only the first name

Greeting: No (Or say something unique)

Example: Skip anything, or say something unique like 'What an exciting discussion it's been!'

Emojis/GIFs:

Bullet Points: Could use

Closing Line: Informally state your ask

Example: Something like 'John, if you are on, let's finalize tomorrow?'

Complimentary Close: Unique, casual

Example: Something like 'Looking forward!', 'To new beginnings!' etc.

Tone of Words: Informal, direct

Overall Messaging: Focused on personal achievement

Length of Mail: Short

Example: Ideally upto 100-120 words

👉 While Negotiating & Closing

The secret to closing fast with Iris is

- *Nothing less than a strong combination of proof of results, relationship and high levels of professionalism is effective with them.*

Will you ever get a clear answer from Iris

- *They can say no while staying friendly, but can also be persuaded to reconsider*

Insights For Deal Planning

How Fast (Or Slow) Will Iris Move?

- *They are generally fast movers and can take quick decisions*

Can Iris Take Some Risk Or Not?

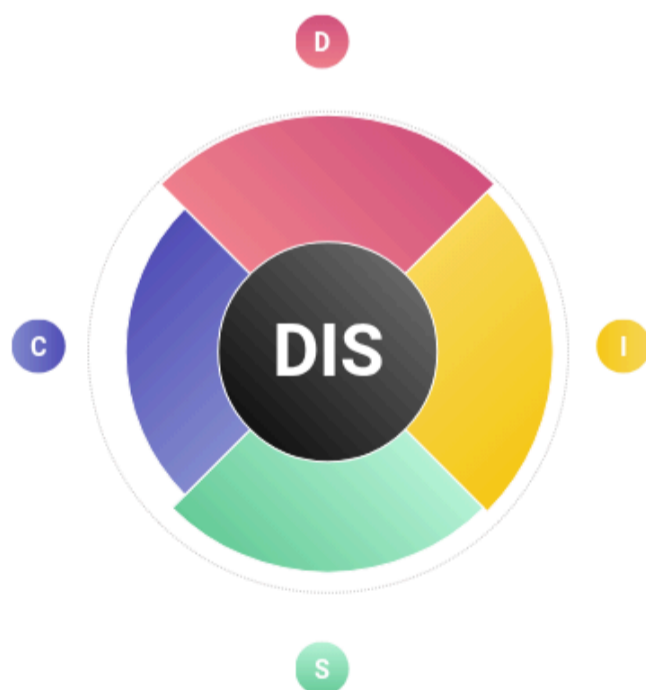
- *They have high risk-appetite but can get ahead of themselves once in a while. Observe carefully*

You And Iris

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Iris's Key Traits



DOMINANCE

Dominance(D) reflects how goal and task oriented a person is and her ability to accomplish results, irrespective of how demanding the circumstances might be. Those scoring high tend to be motivated by winning, competition and success and can be described as direct, demanding and strong willed.

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.

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.