



JACOB COPPER

Critic
DISC Type : C

Chief Executive Officer at Copper Storage Management
Greenville, North Carolina, United States

Overview

Jacob has no verified overview

👉 Personality Overview

Critic ROI Driven Objective Thinker

It is very likely that they will negotiate pricing or other important terms. They like to do things independently and don't look for support from others. They choose to analyze logically and value facts to emotions.

👉 Topics They Care About

Jacob has no verified topics they care about

Media Appearances

Jacob has no verified media appearances

Work History

- 1-2024
Chief Executive Officer at Copper Storage Management
- 11-2022 - 1-2024
Client Relations Specialist at Copper Storage Management
- 9-2021 - 11-2022
Business Recruitment Manager at Economic Development Partnership of North Carolina (EDPNC)
- 2-2020 - 9-2021
Business Development Coordinator at Economic Development Partnership of North Carolina (EDPNC)
- 9-2019 - 2-2020

Education

- 2018 - 2020
Master's degree from North Carolina State University
- 2018 - 2020
Graduate Certificate from North Carolina State University

Research Analyst Intern at Economic Development
Partnership of North Carolina (EDPNC)

More Information

Social Presence :



Prographics :

Exp : **8** Location : **Greenville, North Carolina, United States** Job Level : **Leadership**

Designation : **Chief Executive Officer at Copper Storage Management**

Insights For Selling To Jacob

👉 During A Call Or A Meeting

DO's

- Be formal and objective, they will appreciate it more
- Be ready to answer many clarity-seeking questions and requests for information
- Tell them what ROI they can expect

DONT's

- Do not use very emotional or colorful language
- Avoid phrases like 'trust me', 'others just love' etc.
- Don't try to give too many examples of other users, they like to make their own decisions

👉 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 Jacob, 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 Jacob is

- *Proven ROI, pricing and objective proof points are the factors that sway their decision.*

Will you ever get a clear answer from Jacob

- *They are comfortable saying no if they are convinced that it is the correct decision.*

Insights For Deal Planning

How Fast (Or Slow) Will Jacob Move?

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

Can Jacob Take Some Risk Or Not?

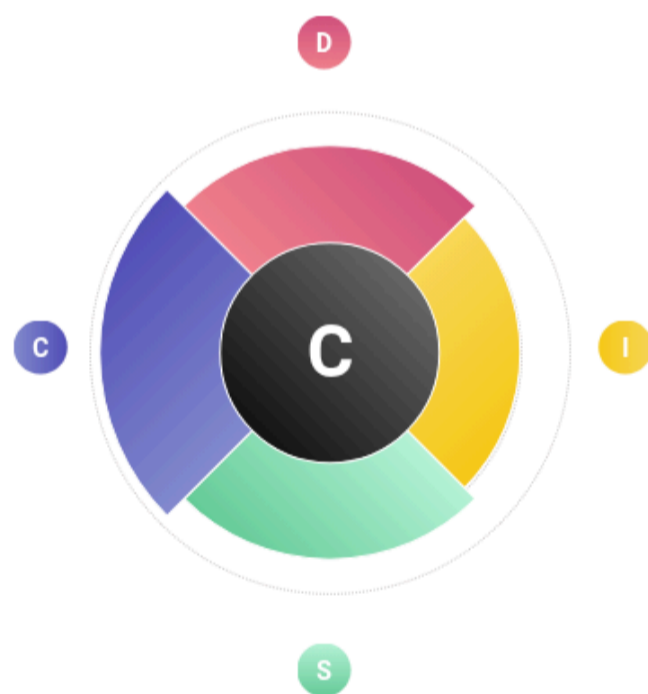
- *They can take risks if their analysis shows that it would be worth it.*

You And Jacob

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Jacob'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.