



JAKE PASINI

Trailblazer
DISC Type : DI

VP - RevOps & AI at Listrak
Downingtown, Pennsylvania, United States

Overview

Jake has no verified overview

👤 Personality Overview

Values Relationships Charismatic Persuasive

They are more likely to be open to unproven but exciting technologies. They are charming and have the ability to align others behind their decisions. They like to keep things under control.

👤 Topics They Care About

Jake has no verified topics they care about

Media Appearances

Jake has no verified media appearances

Work History

- 2024
VP - RevOps & AI at Listrak
- 2021 - 2024
VP - Client Strategy & Analytics at Listrak
- 2019 - 2021
Sr. Director - Strategy Services & Analytics at Listrak
- 2018 - 2019
Director - Strategy Services & Analytics at Listrak
- 2017 - 2018
Sr. Manager - Marketing & E-commerce Analytics at Turn5, Inc.

Education

- 2012 - 2014
Master of Business Administration (M.B.A.) from Saint Joseph's University
- 2005 - 2009
Bachelor of Science in Business Administration from University of Pittsburgh

More Information

Social Presence :



Prographics :

Exp : 18 Location : **Downingtown, Pennsylvania, United States** Job Level : **Senior** Designation : **VP - RevOps & AI at Listrak**

Insights For Selling To Jake

👉 During A Call Or A Meeting

DO's

- Build a trustworthy relationship while keeping the product center-stage
- Give them control of the sales process
- Talk about yourself and some of your achievements at the start of the conversation

DONT's

- Don't hesitate from asking questions or pushing them, but take a friendly approach
- Avoid unnecessary negativity or slowness
- Do not look like someone who doesn't know what they are talking about

👉 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: Jake, 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 Jake is

- *Relationship and product conviction matter equally, followed by a sense of achievement.*

Will you ever get a clear answer from Jake

- *If they are not convinced, they will say no albeit in a friendly manner.*

Insights For Deal Planning

How Fast (Or Slow) Will Jake Move?

- *They can reach decisions quickly if they develop trust and confidence in the product.*

Can Jake Take Some Risk Or Not?

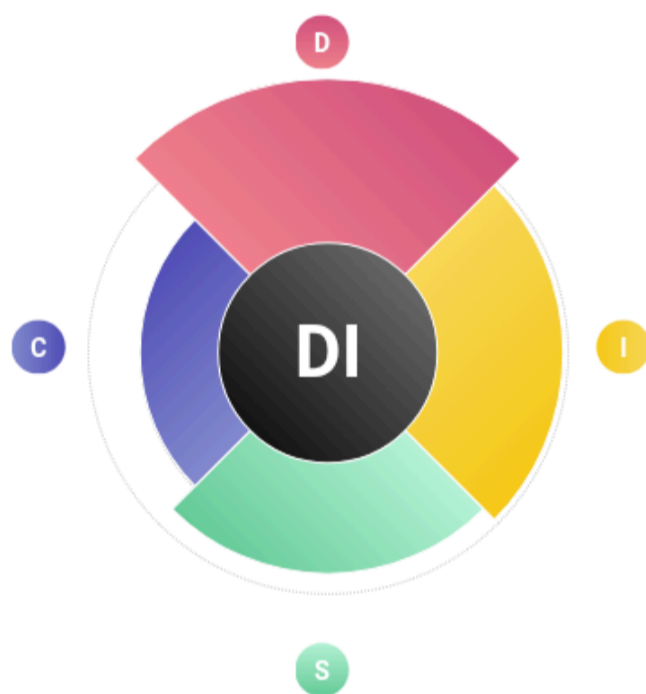
- *They can take risks if necessary.*

You And Jake

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Jake'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.