



JAMIE ELSON

Pioneer
DISC Type : ids

Vice President Sales NOAM, Physician and Pharmacy at Elsevier
United States

Overview

Jamie Elson is the Vice President of Sales for North Americas Physician and Pharmacy business at Elsevier. He specializes in clinical decision support and workflow systems, with extensive international experience leading sales in the APAC and European regions. People often describe him as a smooth, skillful, and natural sales leader.

There is no publicly available information regarding Jamies personal life or hobbies outside of his professional work in the healthcare information sector.

His career at Elsevier is marked by a consistent progression of leadership roles across three major global markets: Europe, Asia-Pacific, and North America.

👍 Personality Overview

Decisive But Friendly

Dynamic But Sincere

Driven But Considerate

They combine a unique set of diverse traits where they are fast and friendly but can slow down to be thorough when needed. 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).

👍 Topics They Care About

Clinical Decision Support

His expertise lies in clinical workflow and information solutions that help health professionals make better, evidence-based decisions to improve care delivery.

Global Sales Leadership

He has a proven history of managing and growing Elsevier's Health Business sales, with leadership experience across North America, Asia-Pacific, and Europe.

Evidence-Based Care

He is focused on providing solutions that enhance the performance of health professionals, empowering them to deliver better care through evidence-based information.

Healthcare Sales

His entire career at Elsevier has been dedicated to leading sales teams focused on clinical and educational solutions for the health industry.

B2B Growth

[Predicted] As a long-time sales leader, he is likely focused on strategies for expanding business-to-business sales within the complex healthcare market.



Media Appearances

Jamie has no verified media appearances

Work History

- 2-2025
Vice President Sales NOAM, Physician and Pharmacy at Elsevier
- 4-2022 - 2-2025
Sales Director APAC at Elsevier
- 10-2018 - 4-2022
Sales Director Europe & Central Asia at Elsevier
- 9-2014 - 10-2018
Regional Director, Clinical Solutions Sales - UK, Northern Europe & Israel at Elsevier
- 2-2012 - 8-2014
Director at Bridge Media Group

Education

Jamie has no verified education history

More Information

Social Presence :



Prographics :

Exp : **33** Location : **United States** Job Level : **Senior**

Designation : **Vice President Sales NOAM, Physician and Pharmacy at Elsevier**

Insights For Selling To Jamie

👉 During A Call Or A Meeting

DO's

- During followups, use calls or text if needed, they should be fine
- 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

DONT's

- Don't lean very heavily into providing too much information, sharing whitepapers etc.
- Don't be very informal during the early interactions even if they are being so themselves
- Avoid focusing only on the product or its ROI, keep building trust subtly

👉 When Cold Calling

Insights

Pattern Interrupt: Informal style, where you are talking in a friendly & casual manner, with a big smile on makes them want to speak to you.

Pace: Don't be too fast or too slow, stay in the middle. Sound like a 'brings happiness to others' person.

Tone: Speak with high energy and in a personal manner, as if you have met a friend suddenly after a long time.

Tactics To Win: Giving social proof, personal rapport, usage of superlatives, repeating their name.

Mistakes To Avoid: Information overload, use of negations

Making The Ask: Use positivity and/or humor to make the ask. It appeals to them, as if you are bringing a cheer to their day. (Avoid doing this with Dominant or Calculative types)

Subconscious Driver: They are driven by emotion more than any other type. Hence a proposition that excites them will immediately get their attention.

Script

Greeting: Hey Jamie, [user_fname] here at [user_companynamewithfirsttwowords] calling you this morning/evening!

Opener: Now I know how much people love cold calls, so how about 30 seconds to tell you what I have for you?

Introduction: We have built an AI that predicts exactly what will build a solid relationship with each prospect before you even spend a minute with them.

Ask: Jamie, leaders just like you at companies like [abc], [xyz] have been blown away with what they have seen, why don't we put 15 minutes on your calendar to show you if what I am saying is actually real, yeah?

Close: So morning at around [time] next [tuesday], shall we say? And is it [prospect_email]? Don't want to get that wrong you know!

👉 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 Jamie 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 Jamie

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

Insights For Deal Planning

How Fast (Or Slow) Will Jamie Move?

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

Can Jamie Take Some Risk Or Not?

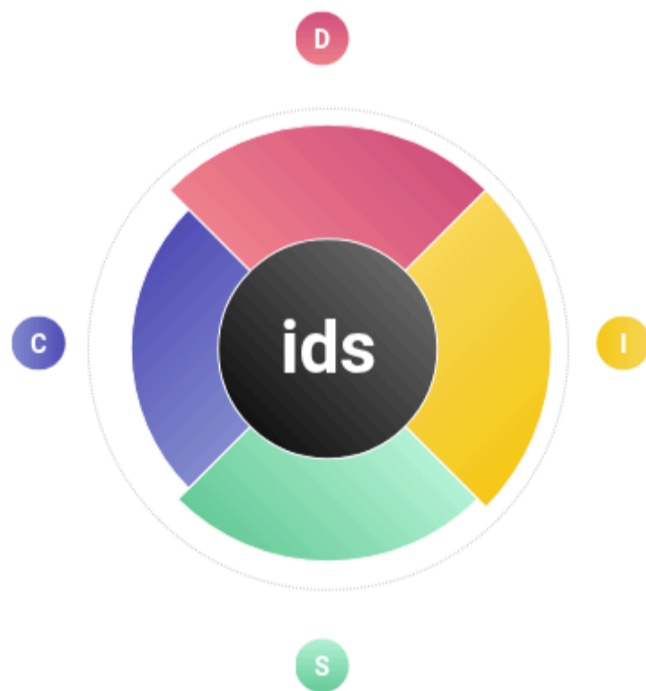
- *They have high risk-appetite but can get ahead of themselves once in a while. Observe carefully*

You And Jamie

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Jamie's Key Traits



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.

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.

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.