



# JAMIE ENRIGHT

**Enthusiast**  
DISC Type : i

**Manager, DTP Field Marketing at Boston Scientific**  
Carlsbad, California, United States

## Overview

Jamie has no verified overview

### Personality Overview

**Story Driven**   **Optimistic**   **Non-Confrontational**

Unlike D or C types, they are convinced more by stories and testimonials. They are generally friendly, so be careful when relying on their word. They prefer to build relationships rather than staying totally transactional.

### Topics They Care About

Jamie has no verified topics they care about

## Media Appearances

Jamie has no verified media appearances

## Work History

- 8-2025  
Manager, DTP Field Marketing at Boston Scientific
- 8-2024  
Sales Specialist at Perineologic / Corbin Clinical Resources
- 10-2021 - 8-2023  
Senior Strategic Account Manager at Coloplast Interventional Urology
- 5-2017 - 8-2023  
Strategic Account Marketing Manager at Coloplast
- 6-2013 - 5-2017  
Territory Manager at Coloplast

## Education

- Bachelor of Science (B.S.) from University of Arizona

## More Information

Social Presence :



Prographics :

Exp : **15** Location : **Carlsbad, California, United States** Job Level : **Middle**

Designation : **Manager, DTP Field Marketing at Boston Scientific**

## Insights For Selling To Jamie

### 👉 During A Call Or A Meeting

#### DO's

- Maintain high, positive energy and convey confidence
- Compliment them about their personality if you get a chance
- Invite them for a lunch or a drink/coffee

#### DONT's

- Don't ask too many questions in one go, weave them into the flow
- Don't be critical or challenge them openly, they can react defensively
- Avoid overloading them with too much information

## 👉 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\_companynamewordstwowords] 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:** Personalized, catchy

*Example: John, is this interesting?', 'Increasing sales conversion, together!' etc.*

**Salutation:** Yes (Something casual)

*Example: Use 'Hi', 'Hey' etc. (along with the first name)*

**Greeting:** Yes (Say something interesting/unusual)

*Example: Use unusual lines, like 'This has been quite a week', 'What a game yesterday' etc.*

**Emojis/GIFs:**

**Bullet Points:** Avoid

**Closing Line:** Build excitement

*Example: Something like 'So John, lets get the ball rolling?'*

**Complimentary Close:** Unique, pleasant

*Example: Something like 'Excited!', 'To a great partnership!' etc.*

**Tone of Words:** Friendly, first-person

**Overall Messaging:** Focused on the person and relationship

**Length of Mail:** Long

*Example: Maximum upto 150 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Jamie is

- *Relationship and rapport are valuable for them, but so is proven product value.*

Will you ever get a clear answer from Jamie

- *They will hardly ever say a direct no.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Jamie Move?

- *Even when they are constantly engaged, they do not reach decisions quickly.*

Can Jamie Take Some Risk Or Not?

- *They can take some low-probability risks if needed.*

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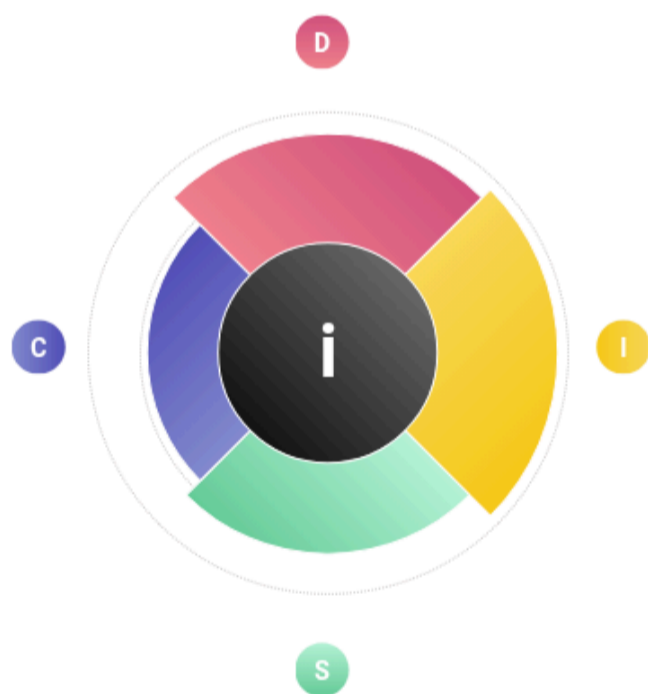
## You And Jamie

### Personality Compatibility

Not enough data to show compatibility comparison

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## 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.