



## JARED BARR, MBA

Commander  
DISC Type : D

Chief Experience Officer at Grow Financial Federal Credit Union  
Greater Tampa Bay Area, United States

### Overview

Jared has no verified overview

#### 👤 Personality Overview

Risk-Taker

Decisive

Candid & Clear

They are very proud of what they do. They like to act fast and expect others to do the same. They respond well to strong and respectful communication.

#### 👤 Topics They Care About

Jared has no verified topics they care about

### Media Appearances

Jared has no verified media appearances

### Work History

- 2-2025  
Chief Experience Officer at Grow Financial Federal Credit Union
- 6-2023 - 2-2025  
SVP Marketing, Digital & Cards at Grow Financial Federal Credit Union
- 7-2022 - 6-2023  
SVP Marketing & Card Services at Grow Financial Federal Credit Union
- 12-2019 - 7-2022  
Senior Vice President Marketing at Grow Financial Federal Credit Union
- 9-2017 - 12-2019

### Education

- 2002 - 2004  
B.A. from University of South Florida
- 2006 - 2008  
Master of Business Administration (M.B.A.) from Bradley University

VP of Marketing at Grow Financial Federal Credit Union

## More Information

### Social Presence :



### Prographics :

Exp : **25** Location : **Greater Tampa Bay Area, United States** Job Level : **Leadership**

Designation : **Chief Experience Officer at Grow Financial Federal Credit Union**

## Insights For Selling To Jared

### 👉 During A Call Or A Meeting

#### DO's

- Make sure that you circle back fast on any action items, it wins their trust
- Speak about competitive differentiation that your product offers
- Help them weigh the risks by sharing objective proof points without becoming too analytical

#### DONT's

- Do not spend too much time focusing on product tech or features
- Don't try too hard to forge relationships with them
- Do not hesitate from asking counter questions, just avoid challenging their authority

## 👉 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:** Jared, 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:** To the point

*Example: Personalization', 'Sales conversion' etc.*

**Salutation:** No

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

**Greeting:** No

*Example: Skip lines like 'I hope you are doing well'*

**Emojis/GIFs:**

**Bullet Points:** Could use

**Closing Line:** Clearly state your ask

*Example: Something like 'Can we get on a call tomorrow at 1100 hours and finalize this?'*

**Complimentary Close:** None or standard

*Example: Skip 'Warm regards', 'Best wishes' etc., just write your name*

**Tone of Words:** Confident, challenging

**Overall Messaging:** Focused on results

**Length of Mail:** Very Short

*Example: Less than 75 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Jared is

- *Confidence in impact is paramount to them, followed by a sense of achievement and ROI.*

Will you ever get a clear answer from Jared

- *If they decide not to go ahead, they will say no without hesitation.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Jared Move?

- *They can take decisions very fast if you manage to convince them.*

Can Jared Take Some Risk Or Not?

- *The risks don't matter much to them.*

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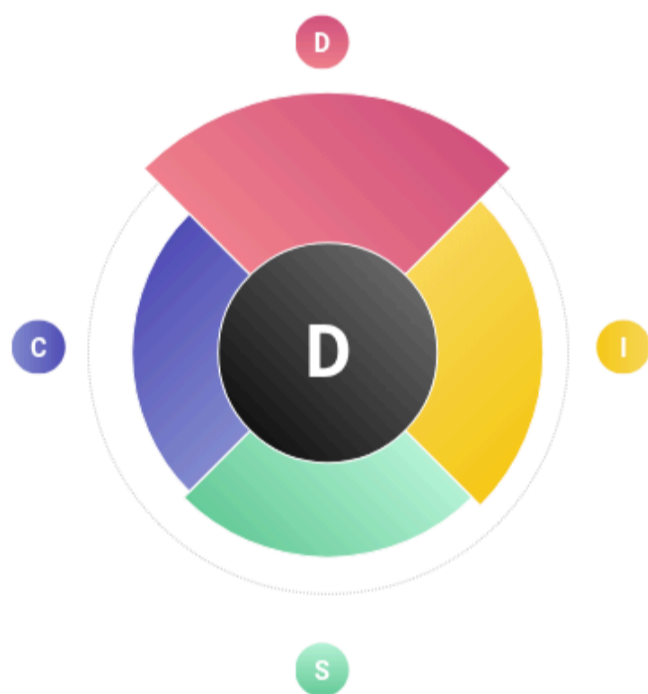
## You And Jared

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Jared'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.