



## JEFF LINTS

**Pioneer**  
DISC Type : DIS

**Chief Commercial Officer (CCO) at Orbit Fab**  
Denver Metropolitan Area, United States

### Overview

Jeff has no verified overview

#### Personality Overview

**Decisive But Friendly**      **Dynamic But Sincere**      **Friendly But Fast**

They combine a unique set of diverse traits where they are fast and friendly but can slow down to be thorough when needed. They have the unique ability to win both love and respect from their team (or outsiders). If they are convinced, they can become very strong champions for your product.

#### Topics They Care About

Jeff has no verified topics they care about

### Media Appearances

Jeff has no verified media appearances

### Work History

- 10-2025  
Chief Commercial Officer (CCO) at Orbit Fab
- 3-2025 - 10-2025  
Vice President of Business Development at Orbit Fab
- Founder / CEO at Fortius Metals Inc
- Member Board Of Directors at AMPP Technologies
- Advisory Board Member at Altius Space Machines, Inc.

### Education

- 2001 - 2002  
MBA from Cornell Johnson Graduate School of Management
- 1995 - 1996  
MS from University of Colorado Boulder

### More Information

Social Presence :



## Prographics :

Exp : 1 Location : **Denver Metropolitan Area, United States** Job Level : **Leadership**

Designation : **Chief Commercial Officer (CCO) at Orbit Fab**

## Insights For Selling To Jeff

### 👉 During A Call Or A Meeting

#### DO's

- Mostly stick to your standard pitch and qualifying script, but add some stories or anecdotes to it
- Keep your pitch focused on the impact but nurture the relationship too
- Build a trustworthy relationship while keeping the product center-stage

#### 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
- Don't be too verbose or overly friendly; a little bit, however, is fine

## 👉 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:** Jeff, this is [user\_fname] at [user\_companynamefirsttwowords].

**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 Jeff 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 Jeff

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

## Insights For Deal Planning

How Fast (Or Slow) Will Jeff Move?

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

Can Jeff Take Some Risk Or Not?

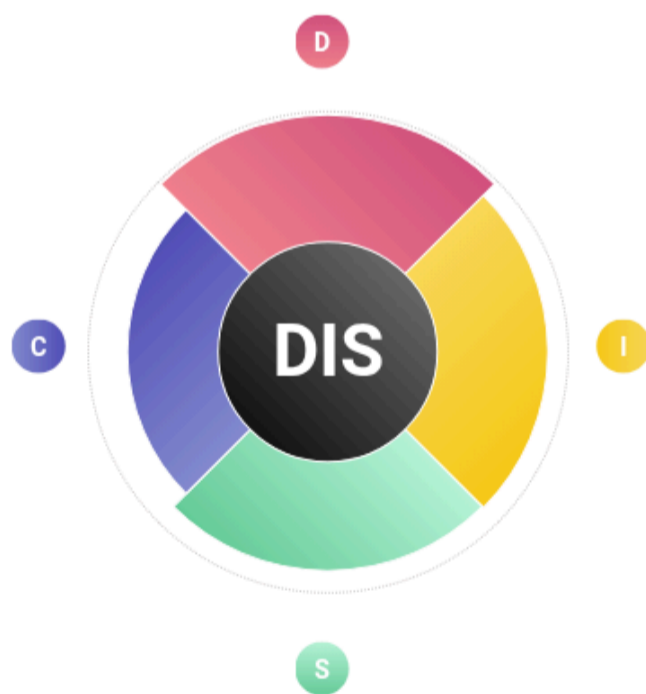
- *They have high risk-appetite but can get ahead of themselves once in a while. Observe carefully*

## You And Jeff

### Personality Compatibility

Not enough data to show compatibility comparison

## DISC Profile : Jeff'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.

### 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.