



## JERRY H.

**Observer**  
DISC Type : ci

**Production Manager at Universal Pure**  
Omaha, Nebraska, United States

### Overview

With 26 years in the food industry, Jerry is an experienced production manager skilled in process improvement, safety culture, and operational performance. He is a graduate of the University of Nebraska at Omaha and holds an HACCP certification, demonstrating his deep expertise in food safety and quality compliance.

Jerry's strengths include strong interpersonal and communication skills, highlighted by his fluency in both English and Spanish. He focuses on mentoring front-line managers and establishing clear, sustainable standards to drive success within his teams.

Unique fact: He is bilingual in Spanish, which he effectively uses for communication and conflict resolution in diverse production environments.

### Personality Overview

**Assertive**

**Example Seeker**

**Curious**

They often ask many questions and rely heavily on information and documentation. They can sound friendly and charming but can quickly change gears to become inquisitive and probing. They are generally good communicators and can be hard to convince.

### Topics They Care About

#### **Food Safety**

He is HACCP certified and is an active member of the Food Safety team, with deep experience in USDA compliance from his time at Tyson Foods.

#### **Process Improvement**

Lists identifying opportunities in process improvements and lean manufacturing as key specialties, focusing on enhancing yields and efficiencies.

#### **Operational Leadership**

Has extensive experience managing all aspects of production, from raw material receiving to finished products, at major companies like Smithfield and Tyson.

### Team Mentoring

Considers mentoring front-line managers one of his primary strengths, focusing on training and goal setting to build effective teams.

### Bilingual Communication

He is fluent in Spanish, which he utilizes for interpersonal communication, training, and conflict resolution in a multidiscipline food processing facility.

### Nebraska Mavericks

[Predicted] Based on his degree from the University of Nebraska at Omaha, he may follow their athletics teams.



## Media Appearances

Jerry has no verified media appearances

## Work History

- 4-2025  
Production Manager at Universal Pure
- 12-2016 - 3-2025  
Operations Manager at Smithfield Foods
- 7-2006 - 12-2016  
General Production Manager at Tyson Foods
- 10-1992 - 7-2006  
Production Supervisor at Tyson Foods

## Education

- 2009 - 2012  
Bachelor's degree from University of Nebraska at Omaha
- 1987 - 1990  
History and Natural Science from University of Nebraska at Omaha

## More Information

### Social Presence :



### Prographics :

Exp : **33**   Location : **Omaha, Nebraska, United States**   Job Level : **Middle**   Designation : **Production Manager at Universal Pure**

# Insights For Selling To Jerry

## 👉 During A Call Or A Meeting

### DO's

- Be prepared for a lot of questions, answer them objectively
- Help them realize that there is no personal risk in making this decision
- Invite them for a social do but don't rely solely on the relationship

### DONT's

- Don't brush off any concerns, take all questions seriously
- Don't rely excessively on your relationship with them to win the deal
- Don't be too objective but make sure to pad your storytelling with data points

## 👉 When Cold Calling

### Insights

**Pattern Interrupt:** Speaking in a slightly hesitant manner, and seeking their permission at the start through a negation can get you a chance.

**Pace:** Speak slightly fast, especially if you tend to be calm and confident. Sound like a 'knows their domain' person.

**Tone:** Keep your tone slightly apprehensive, as if you are a little unsure about calling them.

**Tactics To Win:** Use of negations, giving full information

**Mistakes To Avoid:** Use of superlatives, overusing social proof

**Making The Ask:** Use negations, it is extra effective with them. It gives them a chance to say no, they like doing that.

**Subconscious Driver:** They believe they know a lot, so it needs to make sense as well as make them curious. They need to think that it is something worth investigation.

### Script

**Greeting:** Hi Jerry, this is [user\_fname] at [user\_companynamewordstwowords].

**Opener:** You probably don't want to be on this cold call, would it be a problem if I asked for 30 seconds of your time?

**Introduction:** My company has leveraged 30+ years of research to build an AI that can predict anyone's personality, behavior and decision-making style before you even spend a minute with them.

**Ask:** Companies like [abc], [xyz] have been able to move [KPI1] by X% and [KPI2] by Y%. Would it be too much to put 15 minutes on your calendar to share why this could be high ROI for you?

**Close:** Can I suggest [time1] on [date1]? Or would you prefer any other slots? And [prospect\_email] would be the right email ID for you?

## 👉 When Writing An Email

**Subject:** Exciting but objective

*Example: Making it personalized, 'Changing how to sell' etc.*

**Salutation:** Yes (Something usual)

*Example: Use 'Hi' (along with the first name)*

**Greeting:** No

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

**Emojis/GIFs:**

**Bullet Points:** Could use

**Closing Line:** Logically summarize, keep high energy

*Example: Something like 'If these points make it clear, lets wrap this up at 11am?'*

**Complimentary Close:** Unique or standard

*Example: Something like 'Looking forward!', 'To new beginnings!' etc.*

**Tone of Words:** Confident, informational

**Overall Messaging:** Focused on generating excitement while staying objective

**Length of Mail:** Medium

*Example: Ideally upto 120-130 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Jerry is

- *Clear proof of product value matters to them, followed by others' testimonials and rapport.*

Will you ever get a clear answer from Jerry

- *They are practical and friendly, don't expect a clear-cut response often.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Jerry Move?

- *They like to be detailed and take their time to arrive at decisions.*

Can Jerry Take Some Risk Or Not?

- *They systematically evaluate all decisions and are unlikely to take many risks.*

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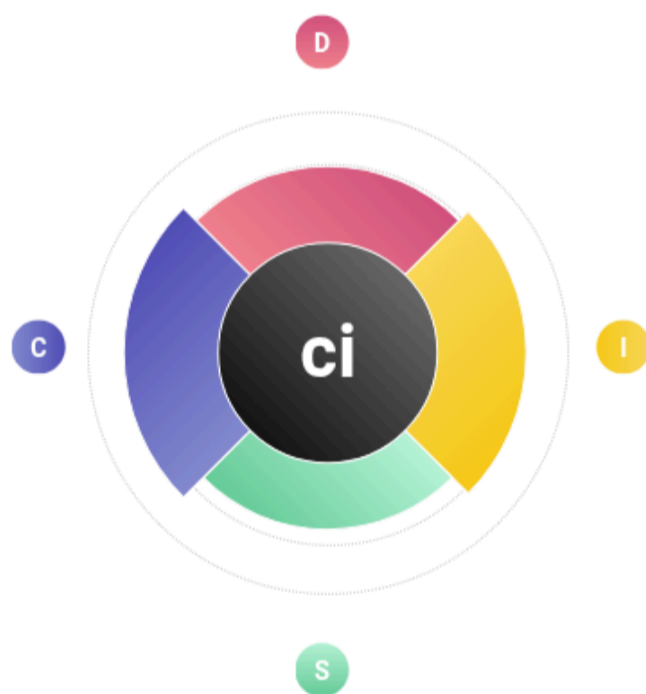
## You And Jerry

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Jerry's Key Traits



### CALCULATIVENESS

Calculativeness(C) reflects the degree to which a person is likely to be cautious, systematic and analytical. Those scoring high tend to emphasise quality and accuracy, enjoy showing off their expertise or challenging assumptions but can sometimes overanalyze things and be overcritical.

### 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.