



JESSICA KYLE

Commander

DISC Type : D

Vice President - GTM Enablement | Commercialization | Merchant Services | Payments at J.P. Morgan
Greater Chicago Area, United States

Overview

Jessica has no verified overview

Personality Overview

Very Quick

Strong-Willed

Candid & Clear

They are not focused on building rapport and relationships. They like to be in a position where they can control the conversation and terms. They respond better to strong and respectful interactions.

Topics They Care About

Jessica has no verified topics they care about

Media Appearances

Jessica has no verified media appearances

Work History

- 2-2024
Vice President - GTM Enablement | Commercialization | Merchant Services | Payments at J.P. Morgan
- 8-2022 - 2-2024
Vice President - Marketing Strategy Lead, Healthcare Payments at JPMorgan Chase & Co.
- 10-2021 - 8-2022
Product Marketing at Included Health
- 5-2020 - 10-2021
Product Marketing Manager at Grand Rounds
- 6-2019 - 4-2020
Product Marketing Manager at League Inc.

Education

- 2012 - 2014
Master of Public Health (MPH) from University of Michigan
- 2009 - 2011
Certification in Public Health from UTHealth Houston

More Information

Social Presence :



Prographics :

Exp : **19** Location : **Greater Chicago Area, United States** Job Level : **Senior**

Designation : **Vice President - GTM Enablement | Commercialization | Merchant Services | Payments at J.P. Morgan**

Insights For Selling To Jessica

👉 During A Call Or A Meeting

DO's

- Help them weigh the risks by sharing objective proof points without becoming too analytical
- Refer to testimonials from well-known industry leaders
- Be respectful but crisp

DONT's

- Do not back off when challenged, respond with a confident, objective answer instead
- Don't take too much time in sending them information if they ask for any
- Avoid being too verbose

👉 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: Jessica, 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 Jessica is

- *Conviction around the impact matters the most to them, followed by a sense of achievement and ROI.*

Will you ever get a clear answer from Jessica

- *If they are not convinced, they will say no without any hesitation.*

Insights For Deal Planning

How Fast (Or Slow) Will Jessica Move?

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

Can Jessica Take Some Risk Or Not?

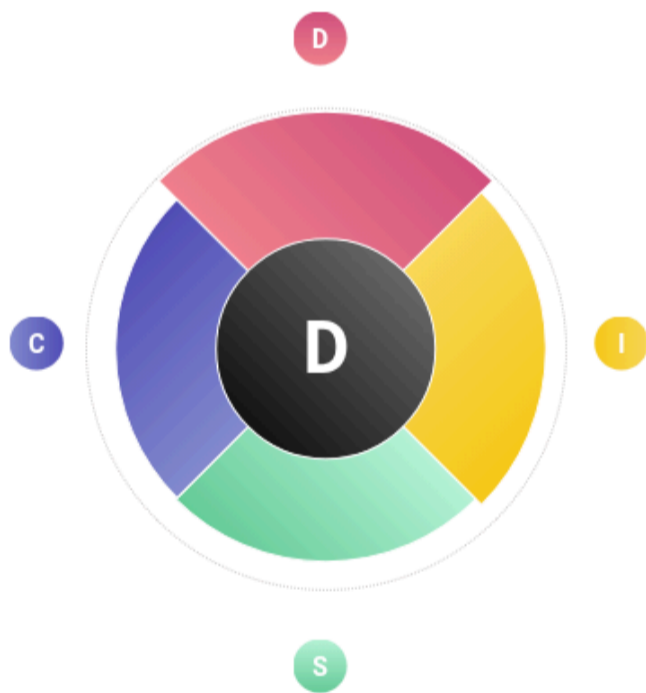
- *The risks don't matter much to them.*

You And Jessica

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Jessica'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.