



## JILLIAN EVANKO

**Inspirer**  
DISC Type : di

**Chief Executive Officer and President at Chart Industries, Inc.**  
United States

### Overview

Jillian has no verified overview

#### 👍 Personality Overview

**Charming & Persuasive**

**Decisive**

**Generous**

They respond well to objective pitches but also attach some value to relationships. They don't mind taking a stand if they believe in something. They measure a product on its merit but can be influenced by strong testimonials.

#### 👍 Topics They Care About

Jillian has no verified topics they care about

### Media Appearances

Jillian has no verified media appearances

### Work History

- 6-2018  
Chief Executive Officer and President at Chart Industries, Inc.
- 2-2017  
Chief Financial Officer at Chart Industries, Inc.
- 10-2016 - 2-2017  
Vice President and Chief Financial Officer at Truck-Lite Co., Inc.
- 2-2014 - 9-2016  
Vice President and CFO of Dover Fluids at Dover Corporation
- 4-2013 - 2-2014  
Chief Financial Officer at Dover Artificial Lift

### Education

- 2008 - 2010  
Executive MBA from University of Notre Dame - Mendoza College of Business
- 1996 - 2000  
Bachelor of Science - BS from jobs in Business Administration
- 2005 - 2005  
Advanced Strategic Project Management Certificate from Villanova University
- 2011 - 2011  
Executive Education from Harvard Business School

## More Information

Social Presence :



Prographics :

Exp : **N/A** Location : **United States** Job Level : **N/A**

Designation : **Chief Executive Officer and President at Chart Industries, Inc.**

## Interested In

Sports

Tennis

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## Insights For Selling To Jillian

### 👉 During A Call Or A Meeting

#### DO's

- Clearly address the competitive aspects
- Focus on the big picture and the strategic value of your product
- Acknowledge their status and position during the conversation

#### DONT's

- Don't keep repeating the same information, it could make them impatient
- Don't be very informal even if they are being so themselves
- Avoid focusing only on the product or its ROI, keep building trust subtly

## 👉 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:** Jillian, 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:** 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 Jillian is

- *Product value plays a big role, followed by relationship and a sense of achievement.*

Will you ever get a clear answer from Jillian

- *If they do not firmly believe in you, they will refuse without hesitation.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Jillian Move?

- *If they develop confidence in your product and you, then they can make fast decisions.*

Can Jillian Take Some Risk Or Not?

- *If necessary, they have the ability to take risky decisions.*

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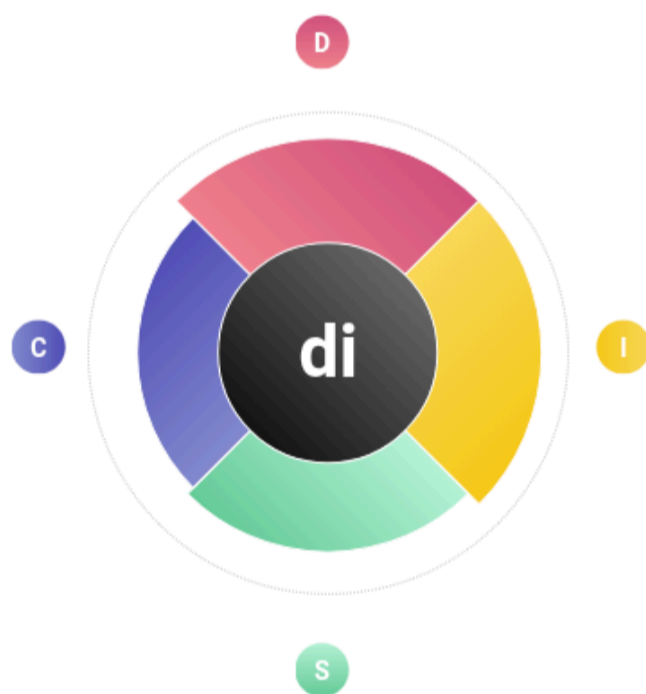
## You And Jillian

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Jillian'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.