



JODI JOHNSON

Observer

DISC Type : ic

IS Contracts Manager at UMass Memorial Health

Worcester, Massachusetts, United States

Overview

Jodi Johnson is an experienced IS Contracts Manager at UMass Memorial Health, specializing in vendor management and contract administration. Her career reflects consistent advancement within the organization, backed by certifications in Lean methodologies and expertise in purchasing strategies gained at Bryant University.

Her background includes training as an Emergency Medical Technician (EMT Paramedic) from Quinsigamond Community College, indicating a foundational, hands-on interest in the healthcare field beyond her administrative and contractual roles.

Jodi is a two-time winner of the "Champions of Excellence Award for Financial Sustainability" at UMass Memorial.

👉 Personality Overview

Value Driven

Assertive

Example Seeker

They are generally good communicators and can be hard to convince. 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.

👉 Topics They Care About

Healthcare Contracting

Manages IS contracts for a major healthcare system, with a long history in purchasing and vendor management within the same organization.

Vendor Management

Her role is centered in the Information Services Vendor Management Office, where she administers contracts and deliverables from an enterprise-wide perspective.

Financial Sustainability

Recognized twice with an award for financial sustainability, showcasing her focus on creating value and efficiency through strategic purchasing and contract negotiation.

Emergency Medical Care

Has a background as a trained Emergency Medical Technician (EMT Paramedic), suggesting a deep-rooted interest in patient care and emergency services.

Career Development

[Predicted] Based on her posts, she appears to value professional growth, sharing job opportunities and celebrating her own career advancements.



Media Appearances

Jodi has no verified media appearances

Work History

- 7-2023
IS Contracts Manager at UMass Memorial Health
- 9-2016 - 7-2023
Contracts Administrator, Department of Information Services Vendor Management Office at UMass Memorial Medical Center
- 1-2001 - 9-2008
Senior Buyer/Assistant Project Manager at UMass Memorial Medical Center
- 7-1978 - 9-2016
Portfolio Manager at UMass Memorial Medical Center

Education

- 1992 - 1993
Essentials of Purchasing and Advanced Purchasing Strategies from Bryant University
- 1981 - 1981
Emergency Medical Technology/Technician (EMT Paramedic) from Quinsigamond Community College

More Information

Social Presence :



Prographics :

Exp : **39** Location : **Worcester, Massachusetts, United States** Job Level : **Middle**

Designation : **IS Contracts Manager at UMass Memorial Health**

Insights For Selling To Jodi

👉 During A Call Or A Meeting

DO's

- Share testimonials from known people and give multiple examples of product value
- Build rapport, it will come handy to handle hard questions later
- Focus on immediate action-items rather than the larger goals

DONT's

- Avoid making offhand commitments
- Don't try to rush them into a decision, provide all necessary information first
- Don't brush off any concerns, take all questions seriously

👉 When Cold Calling

Insights

Pattern Interrupt: Informal style, where you are talking in a friendly & casual manner, with a big smile on makes them want to speak to you.

Pace: Don't be too fast or too slow, stay in the middle. Sound like a 'brings happiness to others' person.

Tone: Speak with high energy and in a personal manner, as if you have met a friend suddenly after a long time.

Tactics To Win: Giving social proof, personal rapport, usage of superlatives, repeating their name.

Mistakes To Avoid: Information overload, use of negations

Making The Ask: Use positivity and/or humor to make the ask. It appeals to them, as if you are bringing a cheer to their day. (Avoid doing this with Dominant or Calculative types)

Subconscious Driver: They are driven by emotion more than any other type. Hence a proposition that excites them will immediately get their attention.

Script

Greeting: Hey Jodi, [user_fname] here at [user_companynamewithfirsttwowords] calling you this morning/evening!

Opener: Now I know how much people love cold calls, so how about 30 seconds to tell you what I have for you?

Introduction: We have built an AI that predicts exactly what will build a solid relationship with each prospect before you even spend a minute with them.

Ask: Jodi, leaders just like you at companies like [abc], [xyz] have been blown away with what they have seen, why don't we put 15 minutes on your calendar to show you if what I am saying is actually real, yeah?

Close: So morning at around [time] next [tuesday], shall we say? And is it [prospect_email]? Don't want to get that wrong you know!

👉 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 Jodi is

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

Will you ever get a clear answer from Jodi

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

Insights For Deal Planning

How Fast (Or Slow) Will Jodi Move?

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

Can Jodi Take Some Risk Or Not?

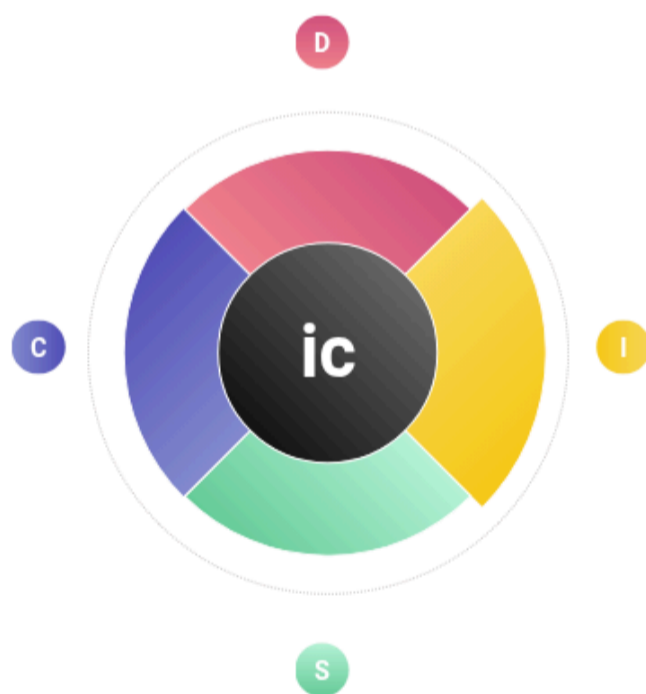
- *They systematically evaluate all decisions and are unlikely to take many risks.*

You And Jodi

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Jodi's Key Traits



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.

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.