



JODI PAVOL

Trailblazer
DISC Type : ID

Director of Industry Partnerships at Denison University
Athens, Ohio, United States

Overview

Jodi has no verified overview

Personality Overview

Assertive Informal Achievement-Oriented

They will fight for you if they come to believe in you. They do not mind taking risks and can make hard decisions, if necessary. They are more likely to be open to unproven but exciting technologies.

Topics They Care About

Jodi has no verified topics they care about

Media Appearances

Jodi has no verified media appearances

Work History

- 7-2025
Director of Industry Partnerships at Denison University
- 10-2021 - 7-2025
Senior Associate Director for Employer and Alumni Relations at Denison University
- 8-2019 - 5-2021
Instructor: Senior Seminar for the Bachelor of Specialized Studies at Ohio University
- 6-2018 - 9-2021
Associate Director for Partnerships, Career and Leadership Development Center at Ohio University
- 1-2015 - 6-2019

Education

- 2012 - 2014
Master of Education (MEd) from Ohio University
- 2008 - 2012
Bachelor of Science (BS) from The Ohio State University

More Information

Social Presence :



Prographics :

Exp : **11** Location : **Athens, Ohio, United States** Job Level : **Mid-senior**

Designation : **Director of Industry Partnerships at Denison University**

Insights For Selling To Jodi

👉 During A Call Or A Meeting

DO's

- Ask them for a lunch or coffee once some rapport has been established
- Showcase existing customers and use case-studies to grab their attention
- Build a trustworthy relationship while keeping the product center-stage

DONT's

- Don't force involvement of other stakeholders unless it is critical
- Don't hesitate from asking them how they truly feel about your product
- Don't hesitate from asking questions or pushing them, but take a friendly approach

👉 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_companynamewordstwowords] 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, 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 Jodi is

- *Relationship and product conviction matter equally, followed by a sense of achievement.*

Will you ever get a clear answer from Jodi

- *If they are not convinced, they will say no albeit in a friendly manner.*

Insights For Deal Planning

How Fast (Or Slow) Will Jodi Move?

- *They can reach decisions quickly if they develop trust and confidence in the product.*

Can Jodi Take Some Risk Or Not?

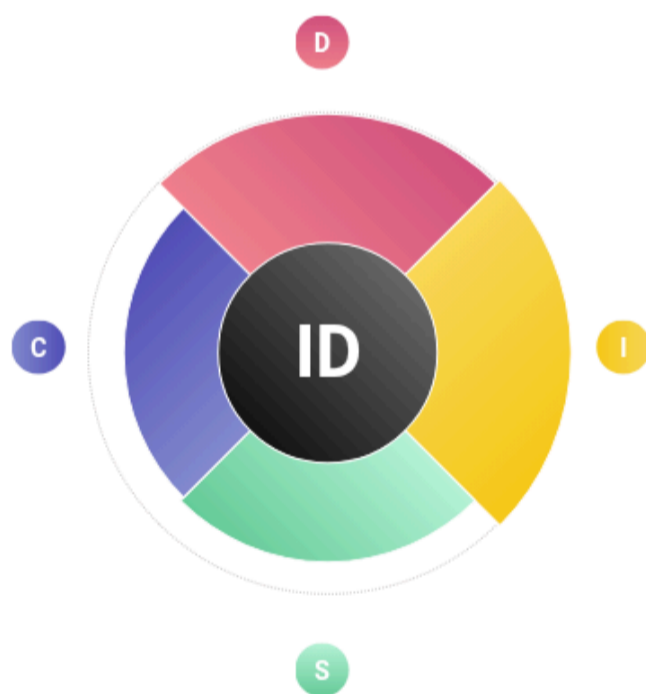
- *They can take risks if necessary.*

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.

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.