



JOE LEBERTE

Go-getter
DISC Type : d

Vice President of Sales & Partnerships, EMEA at Solgari
Amsterdam, North Holland, Netherlands

Overview

Joe leads sales and partnerships for Solgari in the EMEA region, specializing in AI-powered contact centers and unified communications. With a B. B. A. from Georgia College & State University, he has extensive expertise in developing the Microsoft channel, a focus honed throughout his career. Colleagues describe him as a natural and capable sales leader.

Outside of his core sales role, Joe engages in relationship-building through activities like golf, having hosted events with business partners. He also shows an interest in how technology can enhance community and fan experiences through his companys partnership with Lincoln City Football Club.

He has a distinct global focus, recently co-presenting with partners in Jakarta and fostering business relationships in South Africa.

Personality Overview

Challenger **Direct & Candid** **Self-Confident**

They don't always try to control the conversation but neither do they like yielding it fully. They care equally about the product and its potential impact. They can be nudged to make faster decisions by offering what they value.

Topics They Care About

AI in Customer Engagement
His role is centered on selling AI-powered Contact Centre and Unified Communications solutions to transform how organizations engage with customers.

Microsoft Channel Growth
A core theme in his current and past roles is building sales revenue and strategic partnerships through the Microsoft channel, including CSPs, Telcos, and SIs.

International Market Development

He actively engages in building partnerships in diverse markets, with recent activities in South Africa and Jakarta highlighting a focus on global expansion.

Business Golf

He uses golf as a tool for networking and strengthening relationships with key partners and clients, as evidenced by a recent company-hosted golf day.

Fan & Sponsor Engagement

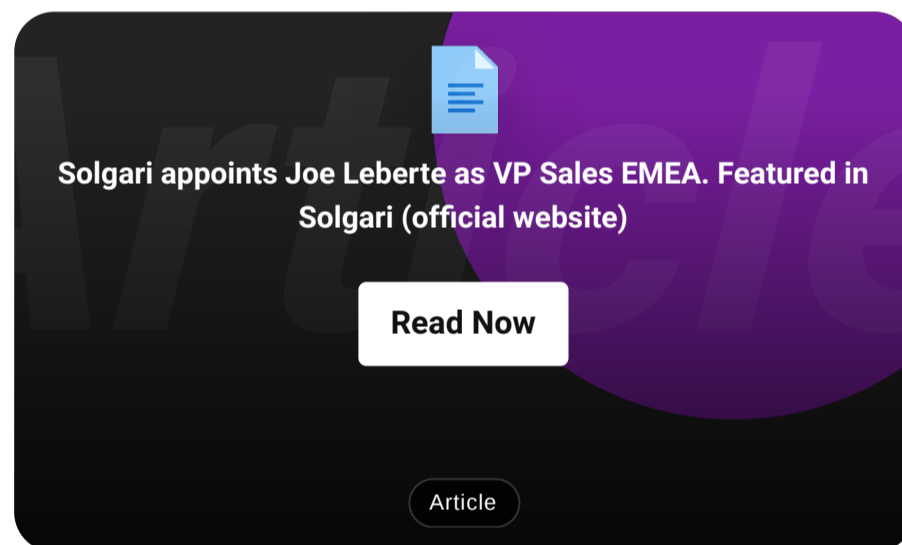
He proudly celebrated his company's partnership with Lincoln City Football Club, showing an interest in how technology can innovate fan and sponsor experiences.

Atlanta Sports

[Predicted] Having attended Georgia College & State University, he likely follows major Atlanta-based professional sports teams like the Braves or Falcons.



Media Appearances



Work History

- 11-2021
Vice President of Sales & Partnerships, EMEA at Solgari
- 6-2021 - 11-2021
Sr. Manager Territory Sales at ClickDimensions
- 1-2019 - 6-2021
Manager, Territory Sales - Nordics, Benelux, DACH at ClickDimensions
- 1-2017 - 1-2019
Partner Sales Manager at ClickDimensions
- 6-2016 - 1-2017
Senior Sales Development Representative - Team Lead at ClickDimensions

Education

- 2011 - 2015
Bachelor of Business Administration (B.B.A.) from Georgia College & State University

More Information

Social Presence :



Prographics :

Exp : **11** Location : **Amsterdam, North Holland, Netherlands** Job Level : **Senior**

Designation : **Vice President of Sales & Partnerships, EMEA at Solgari**

Insights For Selling To Joe

👉 During A Call Or A Meeting

DO's

- Get to the point quickly instead of spending too much time on pleasantries
- Stress on the business value that your product offers
- Make sure that you you respond to any queries from them quickly

DONT's

- Don't try to be an alpha salesperson, give them equal space
- Avoid long winding pitches, stay objective
- Avoid repeating yourself or making generalizations

👉 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: Joe, 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 Joe is

- *Conviction in the product matters to them, followed by proof points and strong testimonials.*

Will you ever get a clear answer from Joe

- *They may not be very forthcoming, but they will say no if needed.*

Insights For Deal Planning

How Fast (Or Slow) Will Joe Move?

- *Their decision making speed is somewhere in the middle.*

Can Joe Take Some Risk Or Not?

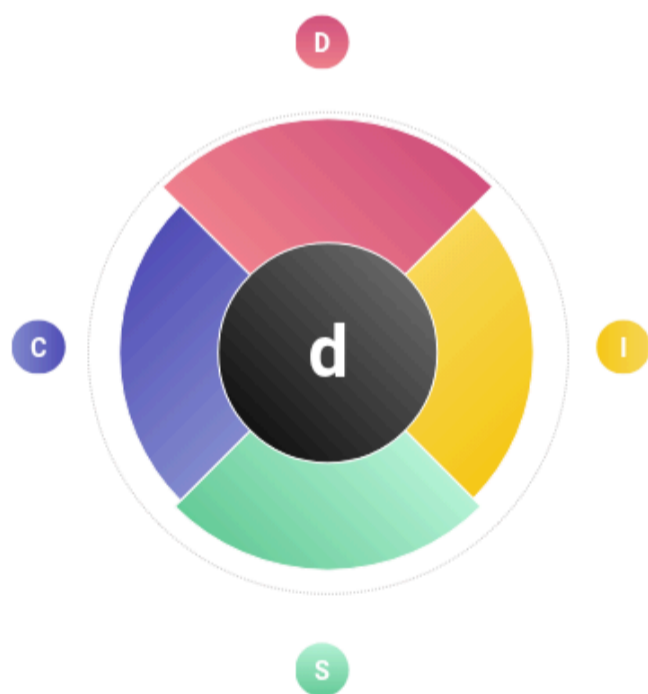
- *They can take risks but after weighing up the pros and cons.*

You And Joe

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Joe'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.