



JOHN BAMPKIN

Cheerleader

DISC Type : Is

Group Chief Executive Officer at Norman Piette Group
Guernsey

Overview

John Bampkin is the Group CEO of Norman Piette Group (NP Group), bringing over 40 years of experience in the building sector from previous leadership roles at Jewson and Travis Perkins. Described as determined, humble, and a true expert, he also serves as the Chair of the Guernsey Construction Forum, advocating for the industry.

He is deeply involved in the Guernsey community, sponsoring and judging customer service awards, supporting apprentice development, and contributing to local charities. He has a passion for developing people and believes in empowering them to help themselves, a principle he applies through various community and professional initiatives.

He appeared on the BBC to share the construction industrys perspective on the critical issue of Guernseys future population management.

Personality Overview

Affable

Listener

Story-Driven

They are more likely to opt for solutions that are proven in the market. Unlike D or C types, they are calm as well as friendly and can give the impression of being more receptive than they actually are. Scenarios where both sides can come out as winners appeal to them greatly.

Topics They Care About

People Development

States a passion for building teams and developing people. Recommendations highlight his hands-on approach to mentoring and coaching.

Guernsey's Future

Actively engages in local policy discussions, including housing solutions and population management, as Chair of the Guernsey Construction Forum.

Industry Advocacy

Represents the construction sector's voice to government bodies, focusing on solving critical issues like housing shortages and apprentice training.

Customer Service

His company was the main sponsor for the Island FM Customer Service awards, where he also served as a judge, showing a high value for service excellence.

Community Empowerment

Supports local charities and initiatives, including a scheme with Guernsey Prison to help ex-offenders find work, believing in helping people help themselves.

Apprentice Training

Actively supports young tradespeople, attending and speaking about apprentice awards and advocating for better training programs to solve skills shortages.



Media Appearances

John has no verified media appearances

Work History

- 4-2020
Group Chief Executive Officer at Norman Piette Group
- 4-2019 - 2-2020
Project Director at Jewson
- 6-2010 - 2-2020
Regional Director at Jewson
- 2-2007 - 5-2010
Area Director at Jewson
- 4-2004 - 10-2006
Head of Sales at Travis Perkins plc

Education

- 2012 - 2013
12 month General Management Programme completed from Cranfield School of Management
- 1978 - 1981
Education details unavailable from Trinity

More Information

Social Presence :



Prographics :

Exp : **36** Location : **Guernsey** Job Level : **Leadership** Designation : **Group Chief Executive Officer at Norman Piette Group**

Insights For Selling To John

👉 During A Call Or A Meeting

DO's

- Show them how they look good by making this decision
- If possible, involve their colleagues in the sales process
- When asking them questions, sound relatable and informal

DONT's

- Don't sound very transactional
- Avoid unnecessary confrontation if it arises incidentally
- Don't get into excessive details unless prompted

👉 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 John, [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: John, 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: Personalized, clear

Example: John, let's close this tomorrow?', 'You will get this!' etc.

Salutation: Yes (Something formal)

Example: Use 'Hi', 'Hello' etc. (along with the first name)

Greeting: Yes (Say something usual)

Example: Say something usual and friendly, like 'It's a real pleasure'

Emojis/GIFs:

Bullet Points: Avoid

Closing Line: Close on a positive note

Example: Something like 'I am excited to discuss this tomorrow, does 11 am work well?'

Complimentary Close: Unique, pleasant

Example: Something like 'Looking forward!', 'To new beginnings!' etc.

Tone of Words: Friendly, exciting

Overall Messaging: Focused on social proof

Length of Mail: Medium

Example: Ideally upto 130-150 words

👉 While Negotiating & Closing

The secret to closing fast with John is

- *Relationship and rapport play a major role, followed by low risk and the presence of proof points.*

Will you ever get a clear answer from John

- *They are diplomatic when the need arises; they hardly ever say a direct no.*

Insights For Deal Planning

How Fast (Or Slow) Will John Move?

- *They can take their time to reach decisions, even while they stay engaged and friendly.*

Can John Take Some Risk Or Not?

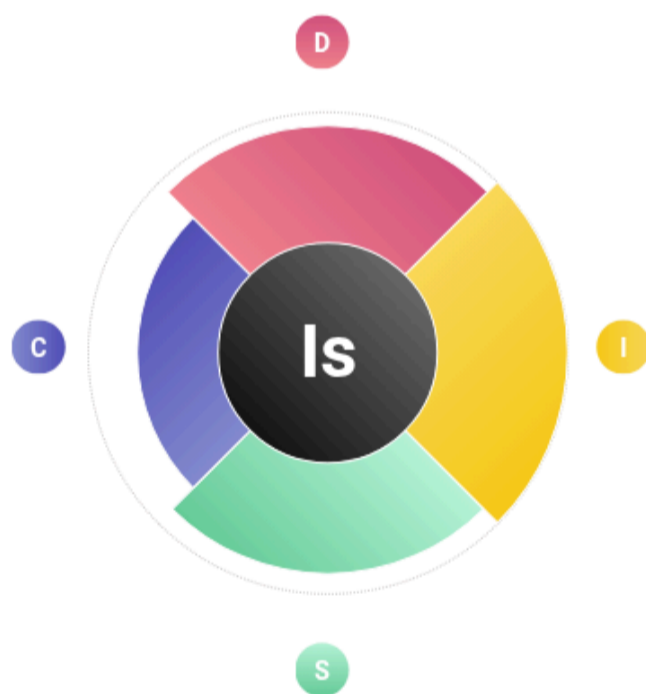
- *They are unlikely to take many risks.*

You And John

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : John'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.

STEADINESS

Steadiness(S) reflects the degree to which a person is likely to focus on cooperation, support and taking everyone along. Those scoring high tend to be consistent and calm, are excited about the opportunity to collaborate and partner and could sometimes be indecisive or overly accommodating.