



JOHN HOWARD

Questioner
DISC Type : c

Head of Business Development at VivaCity
London Area, United Kingdom

Overview

John has no verified overview

👉 Personality Overview

Not Easily Convinced

Cautious & Analytical

Systematic

They generally do not appreciate an overfriendly approach and prefer to stay to-the-point. They prefer to do thorough analysis of any situation. While they don't hesitate to ask questions, they are generally risk-averse and tend to be late adopters.

👉 Topics They Care About

John has no verified topics they care about

Media Appearances

John has no verified media appearances

Work History

- 7-2025
Head of Business Development at VivaCity
- 4-2025 - 7-2025
Business Development Team Lead at VivaCity
- 2-2025
Member at Pavilion
- 1-2024 - 4-2025
Business Development Manager at VivaCity
- 4-2023 - 1-2024
Head of Growth at Commonplace

Education

- 2006 - 2009
International Relations from University of Birmingham
- 1999 - 2006
Education details unavailable from Seven Kings High School

More Information

Social Presence :



Prographics :

Exp : **11** Location : **London Area, United Kingdom** Job Level : **Mid-senior**

Designation : **Head of Business Development at VivaCity**

Insights For Selling To John

👉 During A Call Or A Meeting

DO's

- Emphasise more on facts and measurable benefits
- Tell them that you will come back if you don't have a good answer for a question
- If you have a lower priced product compared to the competition, call out the same

DONT's

- Avoid phrases like 'do not worry about', 'no one compares to' etc.
- Don't overhype the product/pitch, keep it measured
- Avoid rushing them, be polite and patient

👉 When Cold Calling

Insights

Pattern Interrupt: Speaking in a slightly hesitant manner, and seeking their permission at the start through a negation can get you a chance.

Pace: Speak slightly fast, especially if you tend to be calm and confident. Sound like a 'knows their domain' person.

Tone: Keep your tone slightly apprehensive, as if you are a little unsure about calling them.

Tactics To Win: Use of negations, giving full information

Mistakes To Avoid: Use of superlatives, overusing social proof

Making The Ask: Use negations, it is extra effective with them. It gives them a chance to say no, they like doing that.

Subconscious Driver: They believe they know a lot, so it needs to make sense as well as make them curious. They need to think that it is something worth investigation.

Script

Greeting: Hi John, this is [user_fname] at [user_companynamewithfirsttwowords].

Opener: You probably don't want to be on this cold call, would it be a problem if I asked for 30 seconds of your time?

Introduction: My company has leveraged 30+ years of research to build an AI that can predict anyone's personality, behavior and decision-making style before you even spend a minute with them.

Ask: Companies like [abc], [xyz] have been able to move [KPI1] by X% and [KPI2] by Y%. Would it be too much to put 15 minutes on your calendar to share why this could be high ROI for you?

Close: Can I suggest [time1] on [date1]? Or would you prefer any other slots? And [prospect_email] would be the right email ID for you?

👉 When Writing An Email

Subject: Objective

Example: Getting personalization right, '40% increase' etc.

Salutation: Yes (Something usual)

Example: Use 'Hi' or only the first name

Greeting: No

Example: Skip lines like 'I hope you are doing well'

Emojis/GIFs:

Bullet Points: Recommended

Closing Line: Logically summarize/ask

Example: Something like 'If these points make sense, shall we speak tomorrow?'

Complimentary Close: None or formal

Example: Something simple like 'Thanks', or nothing at all.

Tone of Words: Objective, informational

Overall Messaging: Focused on allaying doubts and ROI

Length of Mail: Short

Example: Ideally upto 100-120 words

👉 While Negotiating & Closing

The secret to closing fast with John is

- *Ensuring that the product delivers ROI, cost-effective pricing and process compliance are very important for them.*

Will you ever get a clear answer from John

- *It doesn't come naturally to them but they can say no if they are not convinced.*

Insights For Deal Planning

How Fast (Or Slow) Will John Move?

- *If they have the information that they need, they can move fast at making their decisions.*

Can John Take Some Risk Or Not?

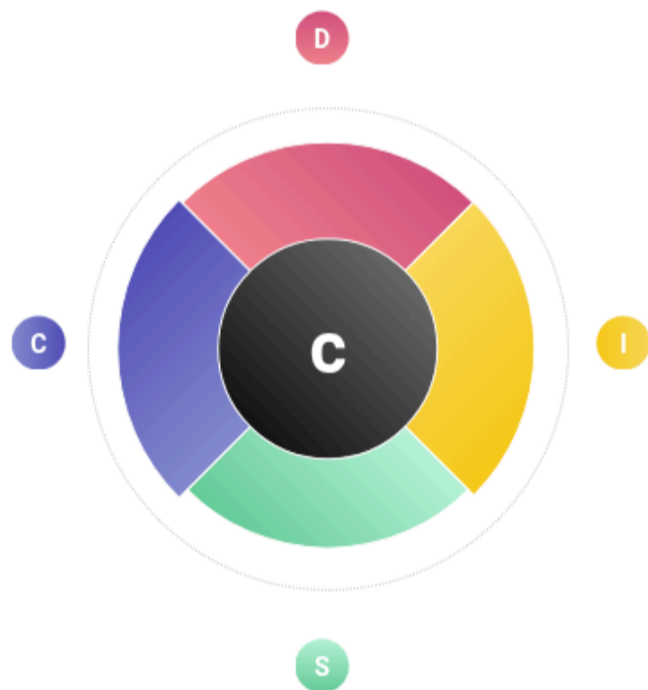
- *They can take some risk if they are confident that they have analyzed the circumstances well.*

You And John

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : John's Key Traits



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.