



JON MAX GOH

Commander
DISC Type : D

Design Manager at Love, Bonito
Singapore

Overview

Jon has no verified overview

👉 Personality Overview

Risk-Taker

Decisive

Very Quick

They put a lot of effort into ensuring personal success. They prefer to move quickly, and expect the same from others. They do not care very much about building rapport or relationships.

👉 Topics They Care About

Jon has no verified topics they care about

Media Appearances

Jon has no verified media appearances

Work History

- 9-2023
Design Manager at Love, Bonito
- 1-2023 - 9-2023
Capsule Lead at Love, Bonito
- 7-2022 - 12-2022
Lead Designer (Fall/Winter) at Love, Bonito
- 11-2021 - 6-2022
Senior Fashion Designer (Fall/Winter) at Love, Bonito
- 6-2018
Founder & Designer at JONMAXGOH Studio

Education

- 2011 - 2015
Bachelor of Fine Arts (BFA) from Parsons School of Design - The New School
- 2007 - 2008
GCE 'A' Levels from Raffles Institution
- 2003 - 2006
Education details unavailable from St Joseph's Institution (SJI)

More Information

Social Presence :



Prographics :

Exp : **10** Location : **Singapore** Job Level : **Middle** Designation : **Design Manager at Love, Bonito**

Interested In

Health & Outdoor

Dance

Insights For Selling To Jon Max

👉 During A Call Or A Meeting

DO's

- Make sure that you circle back fast on any action items, it wins their trust
- Speak about competitive differentiation that your product offers
- Use phrases like 'it's your decision', 'strategic impact' etc.

DONT's

- Don't try too hard to forge relationships with them
- Do not spend too much time focusing on product tech or features
- Do not hesitate from asking counter questions, just avoid challenging their authority

👉 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: Jon Max, 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 Jon Max is

- *Confidence in impact is paramount to them, followed by a sense of achievement and ROI.*

Will you ever get a clear answer from Jon Max

- *If they decide not to go ahead, they will say no without hesitation.*

Insights For Deal Planning

How Fast (Or Slow) Will Jon Max Move?

- *If convinced, they can reach decisions quite fast.*

Can Jon Max Take Some Risk Or Not?

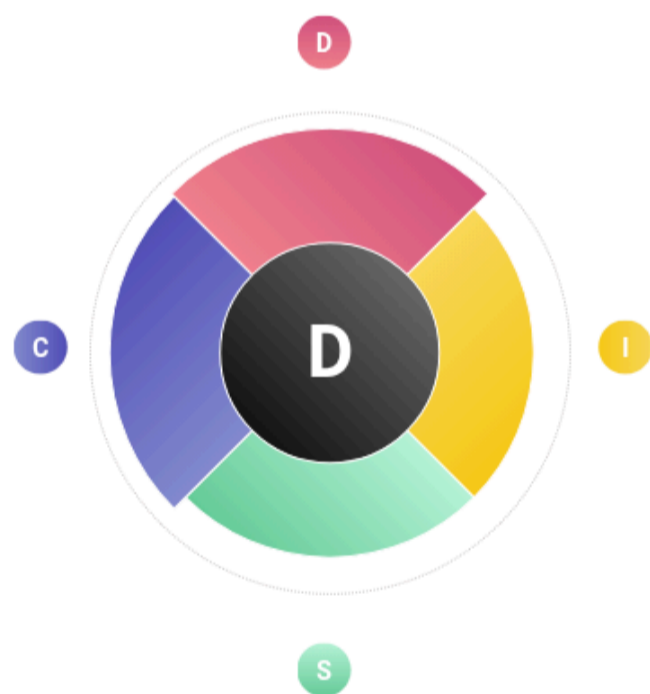
- *They do not shy away from taking risks, but can be quite binary about them.*

You And Jon Max

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Jon Max'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.