



JONATHAN HASSAN

Enthusiast

DISC Type : i

Client Relationship Manager at Bank J. Safra Sarasin Ltd
Gibraltar

Overview

Jonathan Hassan is a Director and Senior Client Relationship Manager at Bank J. Safra Sarasin in Gibraltar. With a background in management studies from the University of Leeds, he has built an extensive career in private banking, including a previous role as a Relationship Manager at Lombard Odier.

He is an active member of Gibaltars financial community, serving as a committee member for the Gibraltar Association of Stockbrokers and Investment Managers (GASIM).

👍 Personality Overview

Optimistic

Consensus Focused

Story Driven

Unlike D or C types, they are convinced more by stories and testimonials. They are generally friendly, so be careful when relying on their word. They prefer to build relationships rather than staying totally transactional.

👍 Topics They Care About

Private Banking

His entire senior career, including roles at Bank J. Safra Sarasin and Lombard Odier, has been focused on private banking for high-net-worth individuals.

Gibraltar Finance

Serves on the committee of the Gibraltar Association of Stockbrokers and Investment Managers (GASIM), showing deep involvement in the local financial sector.

Wealth Management

As a Senior Client Relationship Manager, his expertise lies in managing and growing the wealth of private clients.

Client Relationships

[Predicted] His senior roles have consistently centered on building and maintaining strong, long-term relationships with clients in the financial industry.

Investment Services

[Predicted] His position with GASIM and in private banking suggests a strong focus on the regulation and provision of investment services in his region.



Media Appearances

Jonathan has no verified media appearances

Work History

- 9-2017
Client Relationship Manager at Bank J. Safra Sarasin Ltd
- 8-2010 - 9-2017
Relationship Manager at Lombard Odier
- 10-2006 - 8-2010
- at Ferrous Metal Company
- 2004 - 2005
Marketing at International trust Limited

Education

- 1999 - 2003
Management Studies from University of Leeds
- 1990 - 1996
Education details unavailable from Bayside Comprehensive School

More Information

Social Presence :



Prographics :

Exp : **21** Location : **Gibraltar** Job Level : **Middle** Designation : **Client Relationship Manager at Bank J. Safra Sarasin Ltd**

Insights For Selling To Jonathan

👉 During A Call Or A Meeting

DO's

- Maintain high, positive energy and convey confidence
- Compliment them about their personality if you get a chance
- Speak from experience about success that the product has seen with other customers

DONT's

- Don't ask too many questions in one go, weave them into the flow
- Don't be too formal with them, they trust informality more
- Don't be critical or challenge them openly, they can react defensively

👉 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 Jonathan, [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: Jonathan, 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, catchy

Example: John, is this interesting?', 'Increasing sales conversion, together!' etc.

Salutation: Yes (Something casual)

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

Greeting: Yes (Say something interesting/unusual)

Example: Use unusual lines, like 'This has been quite a week', 'What a game yesterday' etc.

Emojis/GIFs:

Bullet Points: Avoid

Closing Line: Build excitement

Example: Something like 'So John, lets get the ball rolling?'

Complimentary Close: Unique, pleasant

Example: Something like 'Excited!', 'To a great partnership!' etc.

Tone of Words: Friendly, first-person

Overall Messaging: Focused on the person and relationship

Length of Mail: Long

Example: Maximum upto 150 words

👉 While Negotiating & Closing

The secret to closing fast with Jonathan is

- *Relationship and rapport are valuable for them, but so is proven product value.*

Will you ever get a clear answer from Jonathan

- *They will hardly ever say a direct no.*

Insights For Deal Planning

How Fast (Or Slow) Will Jonathan Move?

- *Even when they are constantly engaged, they do not reach decisions quickly.*

Can Jonathan Take Some Risk Or Not?

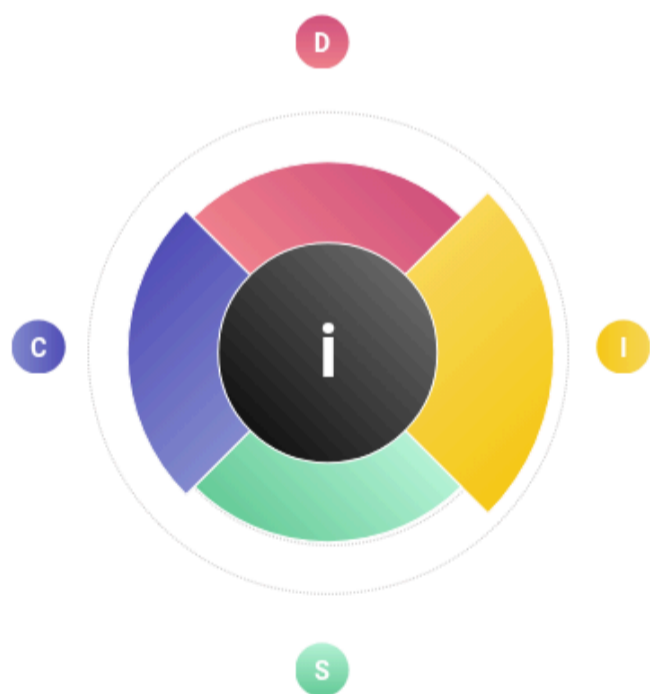
- *They can take some low-probability risks if needed.*

You And Jonathan

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Jonathan'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.