



# JOSH TANDY

**Examiner**  
DISC Type : cs

**Account Executive at iHeartMedia**  
Nashville, Tennessee, United States

## Overview

Josh has no verified overview

### 👉 Personality Overview

Personality traits: **Status Quo Seeker**, **Overcautious**, **Late Adopter**

They are thorough and always follow a systematic approach. The only way to convince them is by showing them examples and ample proof. They do not like taking risks at all and go for proven options in the end.

### 👉 Topics They Care About

Josh has no verified topics they care about

## Media Appearances

Josh has no verified media appearances

## Work History

- 4-2026  
Account Executive at iHeartMedia
- 4-2022 - 4-2026  
Account Manager at Oxford Road
- 9-2020 - 4-2022  
Outside Sales Representative at Dream Factory Co.
- 1-2019 - 4-2022  
Marketing Manager at Blessing of the Father Ministries
- 10-2018 - 4-2022  
Digital Media and Marketing at National Junior Basketball League

## Education

- 8-2021 - 12-2023  
Marketing from California Baptist University
- Marketing from California State University, Fullerton

## More Information

Social Presence :



Prographics :

Exp : 13 Location : **Nashville, Tennessee, United States** Job Level : **Middle** Designation : **Account Executive at iHeartMedia**

## Insights For Selling To Josh

### 👉 During A Call Or A Meeting

#### DO's

- Expect them to be slow and cautious, encourage them to ask more questions
- Expect them to be vague in response to your questions, ask firmly and pointedly
- Be firm in your communication and stay in control

#### DONT's

- Don't push them too hard to make fast decisions, give them time
- Don't be very accepting if that is your natural style, stay firm
- Don't use phrases like 'do not worry', 'i promise' etc.

## 👉 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 Josh, this is [user\_fname] at [user\_companynamewordstwowords].

**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:** Precise

*Example: Measurable results', '6.2% more sales' etc.*

**Salutation:** Yes (Something formal)

*Example: Use 'Hi' (along with the first name)*

**Greeting:** Yes (Say something formal/usual)

*Example: Use standard lines, like 'I hope that you are doing well' etc.*

**Emojis/GIFs:**

**Bullet Points:** Recommended

**Closing Line:** Logically summarize/ask

*Example: Something like 'If these points make it clear, shall we speak tomorrow at 11am?'*

**Complimentary Close:** Formal

*Example: Something simple like 'Thanks', 'Regards' etc.*

**Tone of Words:** Objective, informational

**Overall Messaging:** Focused on removing doubts

**Length of Mail:** Medium

*Example: Ideally upto 120-130 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Josh is

- *Adoption by others is very important to them, followed by confidence in ROI.*

Will you ever get a clear answer from Josh

- *They don't say no often, they push out the decisions or keep going around in circles.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Josh Move?

- *They don't like to hasten, so their speed of decision-making may be slow.*

Can Josh Take Some Risk Or Not?

- *They have little willingness to take risks, and prefer making calculated decisions.*

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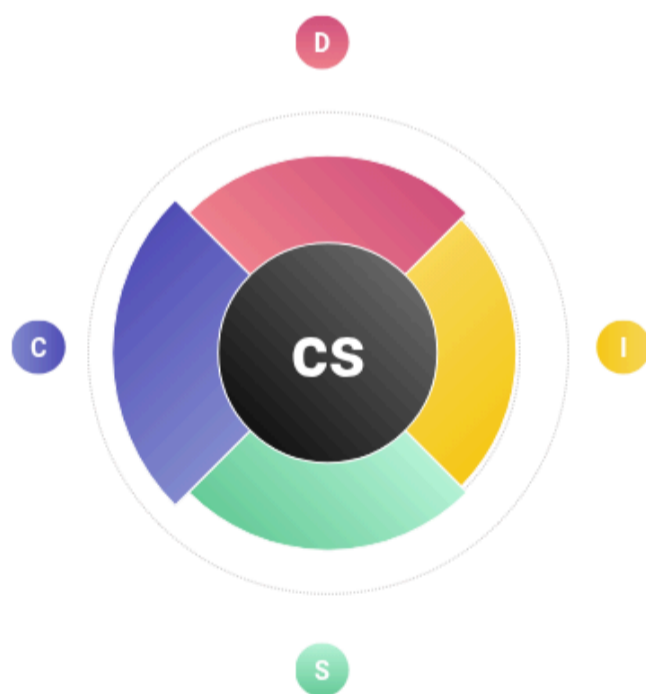
## You And Josh

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Josh'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.

### 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.