



JUAN P.

Doer
DISC Type : sd

Payments and Fraud Supervisor at Hard Rock Digital
Miami, Florida, United States

Overview

Juan has no verified overview

👉 Personality Overview

Deliberate Doer Risk-Accepting Strategic Planner

Reading between the lines and seeing beyond your words comes naturally to them. They are very professional in their approach and can weigh multiple perspectives together. They might take some time to make their mind up but once they do, they don't change it easily.

👉 Topics They Care About

Juan has no verified topics they care about

Media Appearances

Juan has no verified media appearances

Work History

- 9-2021
Payments and Fraud Supervisor at Hard Rock Digital
- 1-2021 - 10-2021
Loan Documentation Supervisor at Wells Fargo
- 7-2017 - 10-2021
Fraud & Claims Operations Manager at Wells Fargo
- 9-2016 - 7-2017
Fraud Specialist at Wells Fargo
- 1-2011 - 9-2016
Team Leader Sales Operations at Convergys

Education

- 2006 - 2010
Bachelor's degree from Universidad ESAN

More Information

Social Presence :



Prographics :

Exp : **15** Location : **Miami, Florida, United States** Job Level : **N/A**

Designation : **Payments and Fraud Supervisor at Hard Rock Digital**

Insights For Selling To Juan

👉 During A Call Or A Meeting

DO's

- Use phrases like 'your team deserves', 'best in class' etc.
- Let them know of potential risks but suggest mitigation methods alongside
- During followups, use phone or text if needed, they should be fine

DONT's

- Don't take their patience for granted, avoid long-winding sermons
- Avoid putting conscious effort into relationship-building
- Don't go over them unless you are left with no other option

👉 When Cold Calling

Insights

Pattern Interrupt: A polite and formal approach, that doesn't sound over-friendly or too aggressive makes it hard for them to say no to you.

Pace: Slow down a little bit, especially if you are fast usually. Sound like a 'calming break from the day' person.

Tone: Keep your tone calm and soothing, as if you are giving a stranger advice on a critical matter.

Tactics To Win: Use of social proof, FOMO, repeating their name

Mistakes To Avoid: Strong words, over-confidence, informal language

Making The Ask: Formally, respectfully request their time. They find it quite hard to say no (Compared to Dominant or Calculative types for eg)

Subconscious Driver: They are change-averse by default. Hence a FOMO laden pitch can jolt them into action.

Script

Greeting: Good morning/evening Juan, how are you? This is [user_fname] at [user_companynamewordstwowords].

Opener: You are of course busy, would it be ok for me to take 30 seconds of your time to explain why I have called today?

Introduction: My company has built an AI that predicts prospect's personality and behavior so that you can start building trust from the very first second that you meet them.

Ask: Juan, companies like [abc], [xyz] have found it to be invaluable and adopted it already, it would be ok perhaps to put 15 minutes on your calendar to share why this could be valuable for you.

Close: If you are a morning person, then how does Tues or Wed look at [time]? And your email ID is [prospect_email]?

👉 When Writing An Email

Subject: To the point, formal

Example: Personalized sales funnel', '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: Formally state your ask

Example: Something like 'If you are available tomorrow, shall we discuss this?'

Complimentary Close: None or standard

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

Tone of Words: Confident with a formal touch

Overall Messaging: Focused on output

Length of Mail: Short

Example: Maximum upto 100-120 words

👉 While Negotiating & Closing

The secret to closing fast with Juan is

- *Strong proof of impact and their conviction will matter the most, but they wouldn't want to act unilaterally either*

Will you ever get a clear answer from Juan

- *They will say no if they are not convinced but you will have to prompt them.*

Insights For Deal Planning

How Fast (Or Slow) Will Juan Move?

- *They will want to understand things well but can move fast once they have a clear picture.*

Can Juan Take Some Risk Or Not?

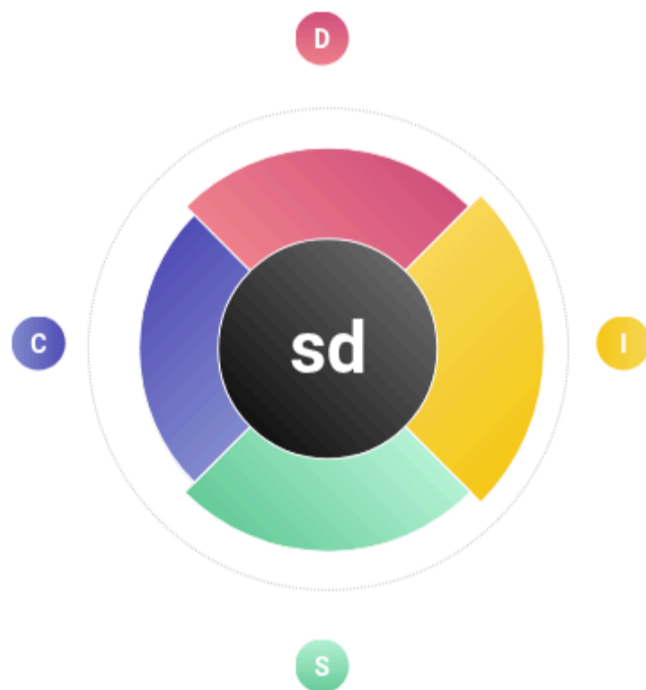
- *They have good risk tolerance but are likely to think it through once or twice.*

You And Juan

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Juan's Key Traits



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.

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.