



KELLY PYE

Wildcard
DISC Type : isc

Senior Director, Customer Experience at Pet Food Experts
North Dartmouth, Massachusetts, United States

Overview

Kelly has no verified overview

Personality Overview

Requires Proof

Friendly But Slow

ROI Driven

They typically tend to be late adopters even when they seem friendly and excited about what you have to sell. They are often friendly and nice, but can sometimes surprise you with their piercing questions. They are unlikely to ever become strong champions even when the conversations are going well; you should focus on cultivating other champions.

Topics They Care About

Kelly has no verified topics they care about

Media Appearances

Kelly has no verified media appearances

Work History

- 3-2025
Senior Director, Customer Experience at Pet Food Experts
- 1-2021 - 3-2025
Director, Customer Experience & National Accounts at Pet Food Experts
- 7-2019 - 1-2021
Inside Sales Manager at Pet Food Experts
- 12-2014 - 7-2019
Inside Sales Supervisor - West at Pet Food Experts
- 10-2013 - 12-2014
Key Account Representative - Midwest at Pet Food Experts

Education

- Criminal Justice and Corrections from Johnson & Wales University
- History from University of Massachusetts Dartmouth

More Information

Social Presence :



Prographics :

Exp : 17 Location : North Dartmouth, Massachusetts, United States Job Level : Senior

Designation : Senior Director, Customer Experience at Pet Food Experts

Insights For Selling To Kelly

👉 During A Call Or A Meeting

DO's

- Be prepared for a lot of questions, answer them objectively
- Help them realize that there is no personal risk in making this decision
- Persuade objectively how your product will help them achieve their goals

DONT's

- Avoid phrases like 'trust me', 'you will just love it' etc.
- Don't overhype the product/pitch, keep it measured
- Avoid winging it with them particularly, answer a question only if you know the answer well

👉 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 Kelly, [user_fname] here at [user_companynamewithfirsttwowords] 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: Kelly, 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, clear

Example: John, let's close this tomorrow?', 'You will get this!' etc.

Salutation: Yes (Something formal)

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

Greeting: Yes (Say something usual)

Example: Say something usual and friendly, like 'It's a real pleasure'

Emojis/GIFs:

Bullet Points: Avoid

Closing Line: Close on a positive note

Example: Something like 'I am excited to discuss this tomorrow, does 11 am work well?'

Complimentary Close: Unique, pleasant

Example: Something like 'Looking forward!', 'To new beginnings!' etc.

Tone of Words: Friendly, exciting

Overall Messaging: Focused on social proof

Length of Mail: Medium

Example: Ideally upto 130-150 words

👉 While Negotiating & Closing

The secret to closing fast with Kelly is

- *Clear proof of product value matters to them, followed by others' testimonials and rapport.*

Will you ever get a clear answer from Kelly

- *They are likely to give you a clear answer without taking you around in circles. However, if you share a good relationship, they might not be so forthcoming.*

Insights For Deal Planning

How Fast (Or Slow) Will Kelly Move?

- *They like to perform full analysis and can take time to make any decision.*

Can Kelly Take Some Risk Or Not?

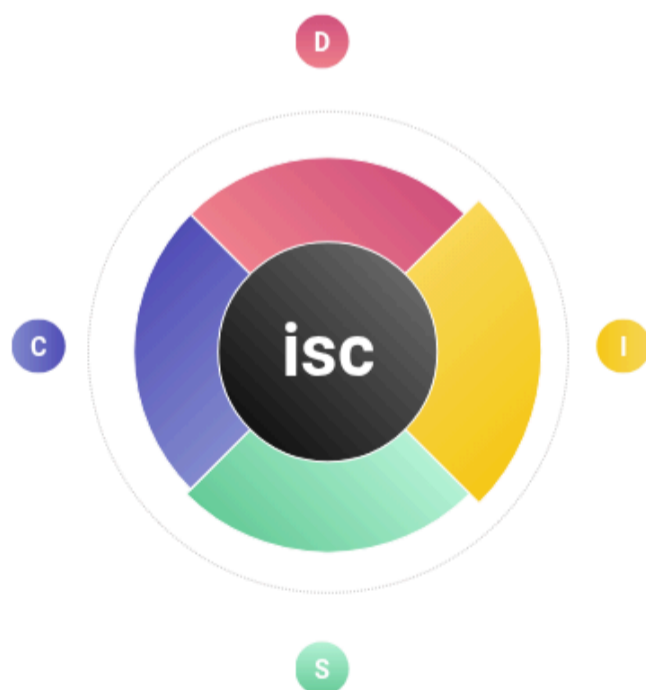
- *They weigh all decisions systematically and are unlikely to take many risks.*

You And Kelly

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Kelly'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.

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.

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.