



## KISHAN R

**Judge**  
DISC Type : Dc

**Sales Account Executive - Global at Xoxoday**  
Bengaluru, Karnataka, India

### Overview

Kishan is a Hunter Account Executive at Xoxoday, specializing in new logo acquisition for their B2B rewards and loyalty SaaS platform. A top performer, he was promoted from SDR in just five months. He holds a degree from the Central University of Himachal Pradesh and a certification in Generative AI.

Outside of sales, Kishan has a creative background, having worked as a junior video editor with skills in photography and cinematography. He is passionate about professional development and actively engages with the sales community, recently highlighting his positive experience at the IndoSales event.

Kishan achieved one of the fastest internal promotions at Xoxoday, moving from SDR to Account Executive in only 5 months.

### 👍 Personality Overview

Generally Skeptic

Quality Focused

Fast But Wary

They like to act fast and expect others to do the same. More than the product, they care about the effectiveness of the product. They are not focused on building rapport and relationships.

### 👍 Topics They Care About

#### Rewards & Loyalty

He specializes in selling Xoxoday's rewards and loyalty SaaS platform and has shared thoughts on the psychology of redemption limitations in reward programs.

#### New Logo Acquisition

As a "Hunter AE," his primary focus is on acquiring new customers using a multi-channel, relationship-first approach, and he successfully closed 12 new accounts in a single quarter.

#### AI in the Workplace

He holds a "Generative AI mastermind" certification and has posted about balancing the productivity gains from AI tools with the risk of outsourcing critical thinking.

### Sales Community

He shows a strong appreciation for professional networking and learning, posting enthusiastically about his attendance and positive experience at the IndoSales event.

### Video & Cinematography

[Predicted] His prior role as a Junior Video Editor, with listed skills in video editing and cinematography, suggests a potential personal interest in visual media and storytelling.



## Media Appearances

Kishan has no verified media appearances

## Work History

- 11-2025  
Sales Account Executive - Global at Xoxoday
- 5-2025 - 10-2025  
Sales Development Representative - MENA at Xoxoday
- 1-2024 - 3-2025  
Client Relationship Manager US/CA at Bhanzu
- 8-2023 - 12-2023  
Client Relationship Manager - MENA at Bhanzu
- 3-2023 - 6-2023  
Junior Video Editor at 8K Productions & Rentals

## Education

- 9-2020 - 9-2023  
B Voc. from Central University of Himachal Pradesh
- 2018 - 2020  
12 from Kendriya Vidyalaya

## More Information

### Social Presence :



### Prographics :

Exp : 6 Location : **Bengaluru, Karnataka, India** Job Level : **Middle**

Designation : **Sales Account Executive - Global at Xoxoday**

# Insights For Selling To Kishan

## 👉 During A Call Or A Meeting

### DO's

- Help them weigh the risks by sharing objective proof points without becoming too analytical
- Objectively showcase the impact that your product creates
- Be respectful but crisp

### DONT's

- Don't take too much time in sending them information if they ask for any
- Avoid being too verbose
- Do not back off when challenged, respond with a confident, objective answer instead

## 👉 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:** Kishan, 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, measured

*Example: Will this work?', '6.2% revenue impact' etc.*

**Salutation:** No

*Example: Skip 'Hi', 'Hey' etc., use only the first name*

**Greeting:** No

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

**Tone of Words:** Confident, direct

**Overall Messaging:** Focused on measurable results

**Length of Mail:** Very Short

*Example: Less than 100 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Kishan is

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

Will you ever get a clear answer from Kishan

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

## Insights For Deal Planning

How Fast (Or Slow) Will Kishan Move?

- *They can take decisions very fast if you manage to convince them.*

Can Kishan Take Some Risk Or Not?

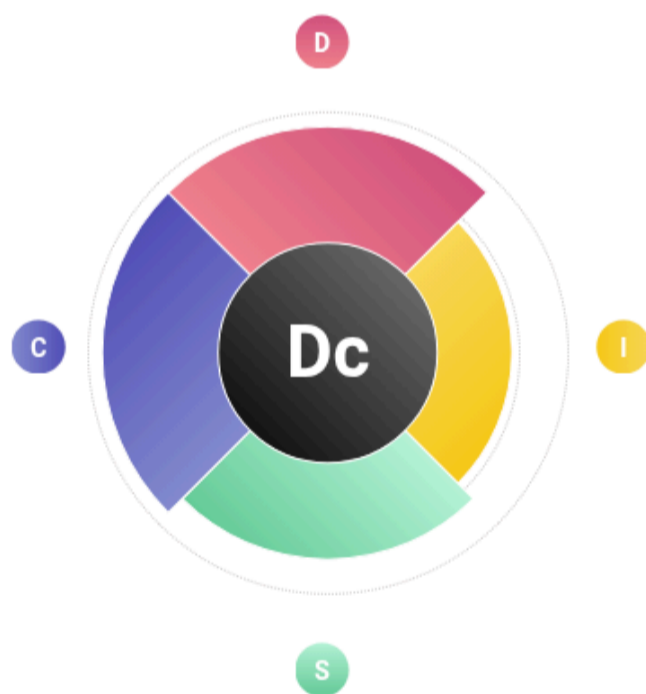
- *The risks don't matter much to them.*

## You And Kishan

### Personality Compatibility

Not enough data to show compatibility comparison

## DISC Profile : Kishan'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.

### 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.