



LALIT KUMAR

Questioner
DISC Type : c

Senior Member of Technical Staff at Salesforce
Jaipur, Rajasthan, India

Overview

Lalit Kumar is a Senior Member of Technical Staff at Salesforce, specializing in cloud technologies and automation. With previous experience at Oracle and IBM, he is proficient in Kubernetes, Docker, and Chef. He earned his Bachelor of Technology from the Indian Institute of Information Technology, Jabalpur.

His core passion lies in automating processes on the cloud, leveraging his skills in Python, Go, and Bash to create efficient solutions and workflows.

He was recognized with an Oracle Exathanks award for his work in automating password rotation for identity management and retail transaction generator systems.

👉 Personality Overview

Price-Sensitive

Cautious & Analytical

Not Easily Convinced

They generally do not appreciate an overfriendly approach and prefer to stay to-the-point. It is quite likely of them to ask for pricing or other concessions. While they don't hesitate to ask questions, they are generally risk-averse and tend to be late adopters.

👉 Topics They Care About

Cloud Automation

His career at Oracle and IBM focused on automating cloud infrastructure and report generation using Python, Chef, and shell scripting.

Containerization Tech

He possesses a strong understanding of Kubernetes and Docker, having experience in containerizing monolithic applications.

CI/CD Workflows

At Oracle, he contributed to a cloud-native environment, enabling application deployment through continuous integration and deployment pipelines.

Infrastructure Efficiency

He has a proven track record of optimizing processes, such as reducing a Jenkins job's execution time by 60% at IBM.

Backend Programming

[Predicted] His familiarity with multiple languages like C++, Python, and Go suggests a strong interest in backend systems development.



Media Appearances

Lalit has no verified media appearances

Work History

- 2-2025
Senior Member of Technical Staff at Salesforce
- 11-2021 - 2-2025
Member Of Technical Staff at Salesforce
- 12-2020 - 10-2021
Software Engineer at IBM
- 6-2018 - 12-2020
Software Developer at Oracle Retail
- 6-2017 - 11-2017
Project Intern at Oracle Retail

Education

- 2014 - 2018
Bachelor of Technology (B.Tech.) from Indian Institute of Information Technology, Design and Manufacturing, Jabalpur
- 2007 - 2011
Secondary Examination from Kendriya Vidyalaya

More Information

Social Presence :



Prographics :

Exp : 8 Location : **Jaipur, Rajasthan, India** Job Level : **N/A** Designation : **Senior Member of Technical Staff at Salesforce**

Insights For Selling To Lalit

👉 During A Call Or A Meeting

DO's

- Tell them that you will come back if you don't have a good answer for a question
- Keep some extra margin in hand as they will likely negotiate the pricing
- Emphasize on objective proof of ROI, help them do a thorough evaluation

DONT's

- Don't try to be too friendly or informal with them
- Don't overhype the product/pitch, keep it measured
- Avoid phrases like 'do not worry about', 'no one compares to' 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 Lalit, 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: Objective

Example: Getting personalization right, '40% increase' etc.

Salutation: Yes (Something usual)

Example: Use 'Hi' or only the first name

Greeting: No

Example: Skip lines like 'I hope you are doing well'

Emojis/GIFs:

Bullet Points: Recommended

Closing Line: Logically summarize/ask

Example: Something like 'If these points make sense, shall we speak tomorrow?'

Complimentary Close: None or formal

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

Tone of Words: Objective, informational

Overall Messaging: Focused on allaying doubts and ROI

Length of Mail: Short

Example: Ideally upto 100-120 words

👉 While Negotiating & Closing

The secret to closing fast with Lalit is

- *Ensuring that the product delivers ROI, cost-effective pricing and process compliance are very important for them.*

Will you ever get a clear answer from Lalit

- *It doesn't come naturally to them but they can say no if they are not convinced.*

Insights For Deal Planning

How Fast (Or Slow) Will Lalit Move?

- *If they have the information that they need, they can move fast at making their decisions.*

Can Lalit Take Some Risk Or Not?

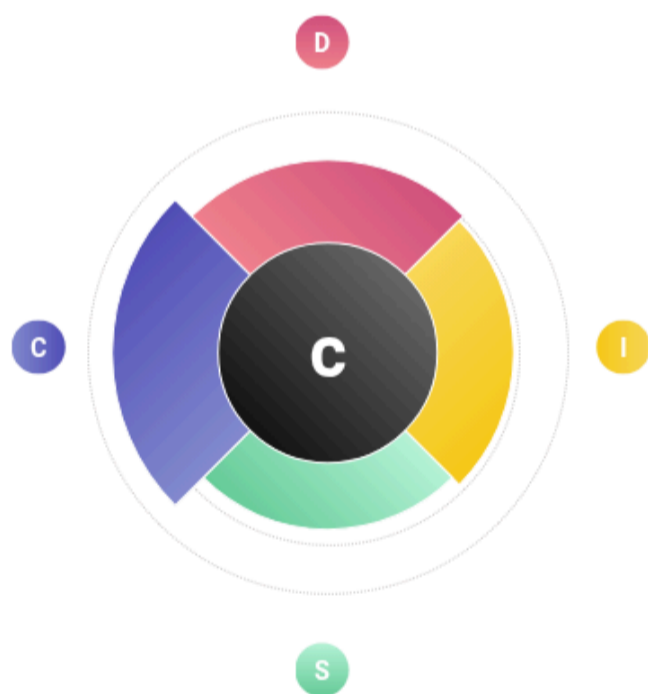
- *They can take risk if they are convinced that they have analyzed the circumstances well.*

You And Lalit

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Lalit'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.