



LEIGH H.

Go-getter
DISC Type : d

Senior Shopify Consultant at Eastside Co® (Shopify Platinum Agency)
United Kingdom

Overview

Leigh H. is a Senior Shopify Consultant with over a decade of experience helping commerce brands grow. He specializes in Shopify migrations and drives growth through SEO, paid media, and CRO. Colleagues and clients describe him as professional, results-driven, dedicated, and authentic.

He has a unique professional approach of first diagnosing why users aren't converting before jumping into website redesigns.

Personality Overview

Challenger

Self-Confident

Direct & Candid

They care equally about the product and its potential impact. They can be nudged to make faster decisions by offering what they value. They don't always try to control the conversation but neither do they like yielding it fully.

Topics They Care About

Shopify Migrations

His primary focus is helping e-commerce brands migrate to Shopify, solving their key challenges and unlocking growth.

eCommerce Growth Strategy

He focuses on driving measurable impact for brands through a combination of SEO, paid media, and conversion rate optimization (CRO).

AI in Search

He has recently posted about the impact of Google's AI-driven search updates and how brands should approach AI in their search strategies.

Conversion Rate Optimization

He advocates for a data-driven approach, analyzing user behavior to diagnose conversion issues before implementing solutions, especially for sites converting below 2%.

Digital Customer Experience

He is passionate about creating digital experiences that not only convert but also build long-term customer loyalty.



Media Appearances

Leigh has no verified media appearances

Work History

- 2-2026
Senior Shopify Consultant at Eastside Co® (Shopify Platinum Agency)
- 4-2024 - 2-2026
Enterprise Account Executive UK at SaleCycle
- 5-2023 - 4-2024
Enterprise Account Executive (US & Canada) at SaleCycle
- 8-2021 - 1-2023
Enterprise Business Development Manager at Inviqa
- 1-2018 - 8-2021
Sales Director at Advansys Ecommerce Solutions

Education

- 1999 - 2004
gcse from Thames Bridge College
- 1993 - 1998
Education details unavailable from Whitley Park School

More Information

Social Presence :



Prographics :

Exp : **14** Location : **United Kingdom** Job Level : **Mid-senior**

Designation : **Senior Shopify Consultant at Eastside Co® (Shopify Platinum Agency)**

Insights For Selling To Leigh

👉 During A Call Or A Meeting

DO's

- Highlight the competitive differentiation of your product
- Tell them that you are there to help them create visible impact within their organization
- Make sure that they have the necessary authority, they could present false stature sometimes

DONT's

- Avoid repeating yourself or making generalizations
- Do not give up if they are not convinced, try again with a different approach
- Don't try too hard to get friendly, let it happen with time

👉 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: Leigh, 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

Example: Personalization', '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: 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: Skip 'Warm regards', 'Best wishes' etc., just write your name

Tone of Words: Confident, challenging

Overall Messaging: Focused on results

Length of Mail: Very Short

Example: Less than 75 words

👉 While Negotiating & Closing

The secret to closing fast with Leigh is

- *Confidence in the product plays an important role, followed by powerful testimonials.*

Will you ever get a clear answer from Leigh

- *They might hesitate a little, but they will say no if they are not convinced.*

Insights For Deal Planning

How Fast (Or Slow) Will Leigh Move?

- *They are neither the fastest decision makers nor the slowest.*

Can Leigh Take Some Risk Or Not?

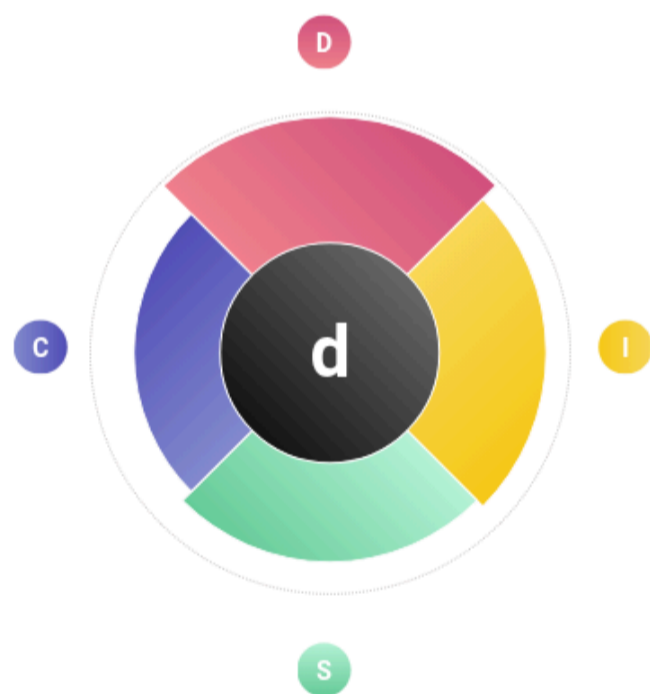
- *Once they have analyzed the pros and cons, they can take some risks.*

You And Leigh

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Leigh'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.