



MARIA GAE

Critic
DISC Type : C

Data Engineer at IBM
Bucharest, Bucharest, Romania

Overview

Maria is a Data Specialist with extensive experience in high-performance, scalable systems at companies like IBM. She specializes in relational databases and Big Data platforms, holding a Databricks Lakehouse Fundamentals certification. People who have worked with her describe her as trustworthy, determined, and a strong team player.

Driven by a passion for new technologies, Maria is a continuous learner who actively seeks out opportunities to try new methodologies. She values collaborative team environments where every member is encouraged to contribute and develop their skills, believing this is key to a projects success.

She has a strong conviction against a "hero" culture on teams, as she believes it discourages other members from contributing.

👉 Personality Overview

ROI Driven **Critic** **Negotiator**

Unless the value is proven by data, they are unlikely to value fancy features. It is very likely that they will negotiate pricing or other important terms. They choose to analyze logically and value facts to emotions.

👉 Topics They Care About

Scalable Data Systems
Her introduction highlights a primary interest in high-performance, scalable systems, with experience in Big Data technologies like Hive and Impala.

Database Optimization
Previous roles involved optimizing PL/SQL code to generate reports and improve application functionalities, demonstrating expertise in performance tuning.

Databricks Lakehouse

She holds an "Academy Accreditation - Databricks Lakehouse Fundamentals" certification, indicating a current focus on modern data architecture.

Collaborative Teamwork

She posted about avoiding "heroes" on her team to ensure all participants feel capable of making a contribution and evolving.

Continuous Learning

Her certifications and a post about a Python course being a "valuable refresher" show a commitment to staying current with new technologies.



Media Appearances

Maria has no verified media appearances

Work History

- 7-2022
Data Engineer at IBM
- 3-2020 - 7-2022
Engineering Team Leader at Trencadis
- 11-2018 - 2-2020
Database Specialist at Trencadis
- 5-2017 - 10-2018
Application Developer at IBM
- 10-2016 - 4-2017
Senior Database Developer at Ymens

Education

- 1997 - 2001
BS from University of Bucharest

More Information

Social Presence :



Prographics :

Exp : **23** Location : **Bucharest, Bucharest, Romania** Job Level : **Mid-senior** Designation : **Data Engineer at IBM**

Insights For Selling To Maria

👉 During A Call Or A Meeting

DO's

- If you can, show them industry reports or analyst comments instead of sharing anecdotal stories
- Don't forget to mention how you compare to competition on both features and pricing
- Leverage facts and figures wherever possible; use percentages, numbers etc.

DONT's

- Do not use very emotional or colorful language
- Make extra effort to not seem pushy or confrontational
- Avoid phrases like 'trust me', 'others just love' 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 Maria, 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 Maria is

- *Proven ROI, pricing and objective proof points are the factors that sway their decision.*

Will you ever get a clear answer from Maria

- *They are comfortable saying no if they are convinced that it is the correct decision.*

Insights For Deal Planning

How Fast (Or Slow) Will Maria Move?

- *Their decision-making is neither very fast nor very slow, they are somewhere in between.*

Can Maria Take Some Risk Or Not?

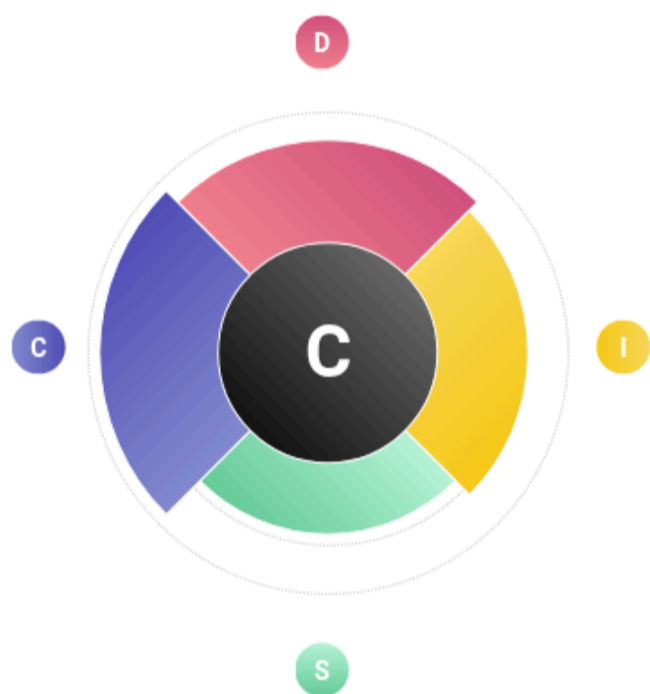
- *They can take risks if their analysis shows that it would be worth it.*

You And Maria

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Maria'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.