



# MARK KUHLMANN

**Inspirer**  
DISC Type : id

**Vice President of Channel Sales & Foodservice Distribution at Numilk**  
San Diego, California, United States

## Overview

Mark has no verified overview

### 👉 Personality Overview

- Achievment Oriented
- Generous
- Confident & Optimistic

They usually prefer to drive the conversation. They respond well to objective pitches but also attach some value to relationships. They measure a product on its merit but can be influenced by strong testimonials.

### 👉 Topics They Care About

Mark has no verified topics they care about

## Media Appearances

Mark has no verified media appearances

## Work History

- 9-2025  
Vice President of Channel Sales & Foodservice Distribution at Numilk
- 10-2024 - 9-2025  
Sr. Regional Sales Manager at Tractor Beverage Co.
- 7-2023 - 10-2024  
Regional Account Executive at Tractor Beverage Co.
- 5-2023 - 7-2023  
Regional Distribution Account Executive at Waypoint
- 3-2022 - 5-2023  
Regional Segment Specialist - Commercial Chain Accounts at Waypoint

## Education

- B.A from UC Santa Barbara

## More Information

Social Presence :



Prographics :

Exp : 6 Location : **San Diego, California, United States** Job Level : **Senior**

Designation : **Vice President of Channel Sales & Foodservice Distribution at Numilk**

## Insights For Selling To Mark

### 👉 During A Call Or A Meeting

#### DO's

- Look like someone who is on top of their game
- Acknowledge their status and position during the conversation
- Get them to a point where they are ready to bat for your product internally

#### DONT's

- Don't be unorganized, be prepared for the pitch
- Avoid focusing only on the product or its ROI, keep building trust subtly
- Don't be too verbose or overly friendly; a little bit, however, is fine

## 👉 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 Mark, [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:** Mark, 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:** Exciting, direct

*Example: John, quantum jump', 'Is it game over?' etc.*

**Salutation:** No

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

**Greeting:** No (Or say something unique)

*Example: Skip anything, or say something unique like 'What an exciting discussion it's been!'*

**Emojis/GIFs:**

**Bullet Points:** Could use

**Closing Line:** Informally state your ask

*Example: Something like 'John, if you are on, let's finalize tomorrow?'*

**Complimentary Close:** Unique, casual

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

**Tone of Words:** Informal, direct

**Overall Messaging:** Focused on personal achievement

**Length of Mail:** Short

*Example: Ideally upto 100-120 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Mark is

- *Confidence in the product's value is critical, followed by relationship and a sense of achievement.*

Will you ever get a clear answer from Mark

- *They will not hesitate to say no if they do not develop conviction.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Mark Move?

- *If they develop confidence in your product and you, then they can make fast decisions.*

Can Mark Take Some Risk Or Not?

- *If necessary, they have the ability to take risky decisions.*

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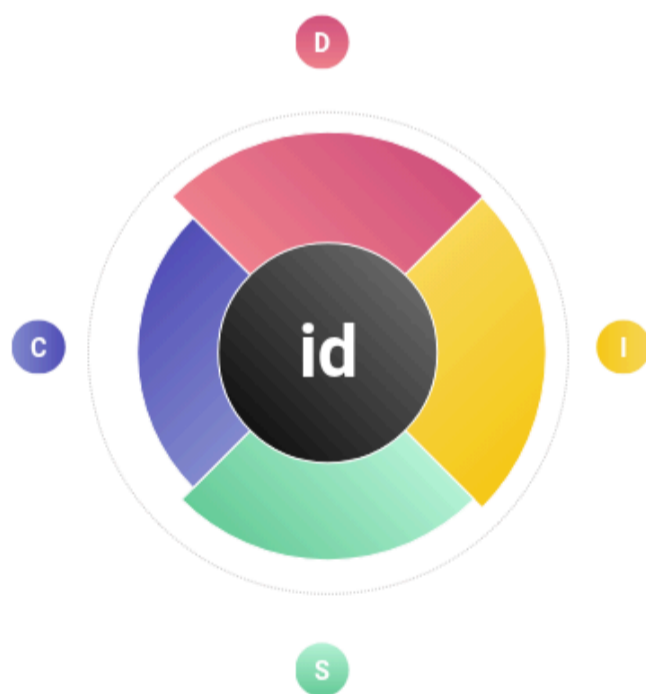
## You And Mark

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Mark'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.

### 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.