



MARTIN D.

Critic
DISC Type : C

Leitung der IT bei Hahn Kunststoffe at HAHN Kunststoffe GmbH
Bärenbach, Rhineland-Palatinate, Germany

Overview

Martin D. ist ein erfahrener IT-Leiter, der derzeit die IT bei der HAHN Kunststoffe GmbH verantwortet. Seine Karriere umfasst Führungspositionen bei Römheld & Moelle und Schneider-Kreuznach, wo er sich auf strategisches IT-Management, IT-Betrieb und die Anpassung von Technologie an Geschäftsprozesse spezialisiert hat. Er besitzt die Fachhochschulreife aus Kirn.

Außerhalb seiner beruflichen Rolle deuten seine Interessen auf eine starke Leidenschaft für Spitzentechnologie hin. Er verfolgt die Entwicklungen von Innovationsführern wie Boston Dynamics, bekannt für dynamische Roboter, und Atmel Corporation, einem Spezialisten für Mikrocontroller, was auf ein tiefes Interesse an Robotik und eingebetteten Systemen schließen lässt.

Sein besonderes Interesse gilt der fortschrittlichen Robotik, insbesondere den Entwicklungen von Boston Dynamics.

Personality Overview

ROI Driven

Negotiator

Objective Thinker

Unless the value is proven by data, they are unlikely to value fancy features. They prefer to analyze logically and value objective facts over emotions. They like to take decisions independently and do not seek others' support often.

Topics They Care About

Strategisches IT-Management

Eine wiederkehrende Kernkompetenz in seinen Führungspositionen, die seinen Fokus auf langfristige IT-Planung und -Strategie in verschiedenen Branchen unterstreicht.

IT in der Fertigung

[Predicted] Seine berufliche Laufbahn erstreckt sich über Unternehmen in der Kunststoff-, Eisen- und Optikindustrie, was auf ein tiefes Verständnis der IT-Herausforderungen im industriellen Umfeld hindeutet.

Geschäftsoptimierung

Diese Fähigkeit wird in mehreren früheren Positionen hervorgehoben und zeigt seinen Fokus auf den Einsatz von IT zur Verbesserung und Rationalisierung von Kerngeschäftsabläufen.

Fortschrittliche Robotik

Basierend auf seinem bekundeten Interesse an Boston Dynamics, was eine persönliche Faszination für die Zukunft der Automatisierung und dynamischer Robotersysteme zeigt.

Mikrocontroller-Technologie

Sein Interesse an der Atmel Corporation deutet auf ein potenzielles Hobby oder tiefes Interesse an der Hardwareseite der Technologie, einschließlich eingebetteter Systeme, hin.



Media Appearances

Martin has no verified media appearances

Work History

- 1-2026
Leitung der IT bei Hahn Kunststoffe at HAHN Kunststoffe GmbH
- 3-2023 - 1-2026
Leiter der IT-Abteilung at Römheld & Moelle Eisengießerei GmbH
- 7-2020 - 3-2023
IT-Leiter at Schneider-Kreuznach
- 7-2019 - 3-2023
SAP-Anwendungsspezialist at Schneider-Kreuznach
- 4-2016 - 7-2019
Head of Customer Support at Caramba Chemie Duisburg/Bremen and Wigo Chemie Bad Kreuznach at Caramba Chemie Gruppe, Geschäftsfeld Caramba

Education

- 1986 - 1988
Fachhochschulreife from kirn

More Information

Social Presence :



Prographics :

Exp : **37** Location : **Bärenbach, Rhineland-Palatinate, Germany** Job Level : **N/A**

Designation : **Leitung der IT bei Hahn Kunststoffe at HAHN Kunststoffe GmbH**

Insights For Selling To Martin

👉 During A Call Or A Meeting

DO's

- Leverage facts and figures wherever possible; use percentages, numbers etc.
- If you can, show them industry reports or analyst comments instead of sharing anecdotal stories
- Keep some extra margin while sharing pricing, they are likely to negotiate later

DONT's

- Make extra effort to not seem pushy or confrontational
- Avoid phrases like 'trust me', 'others just love' etc.
- Don't try too hard to build a relationship with them

👉 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 Martin, 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 Martin is

- *Proof of ROI, low pricing and objective proof points are the important factors for them.*

Will you ever get a clear answer from Martin

- *They do not mind saying no if they believe that it is the right decision.*

Insights For Deal Planning

How Fast (Or Slow) Will Martin Move?

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

Can Martin Take Some Risk Or Not?

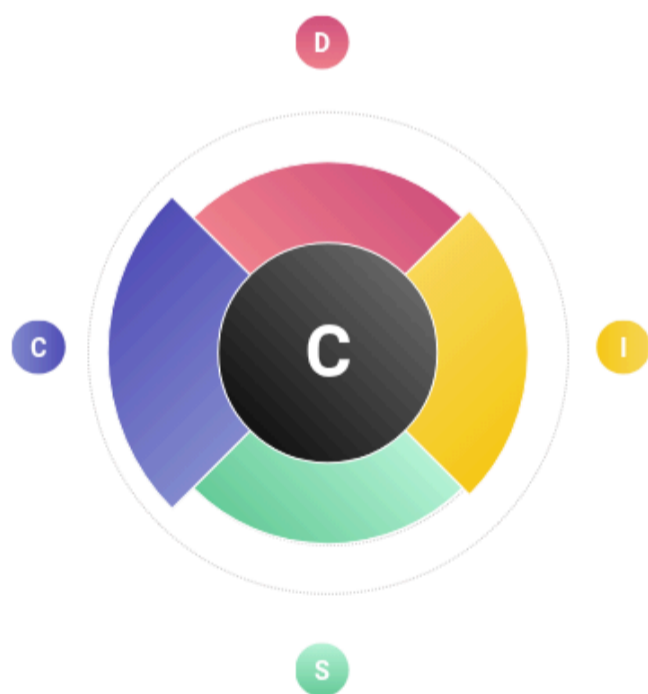
- *They can take risks if their analysis shows that it would be worth it.*

You And Martin

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Martin'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.