



MATHEW HOLLENSTEIN

Questioner
DISC Type : c

Senior Vice President, TMT, US Citi Commercial Bank at Citi
Lynbrook, New York, United States

Overview

Mathew has no verified overview

👍 Personality Overview

Cautious & Analytical **Systematic** **Value Seeker**

They prefer to fully evaluate every situation. While they don't hesitate to ask questions, they are generally risk-averse and tend to be late adopters. They are more likely than others to negotiate on pricing and terms.

👍 Topics They Care About

Mathew has no verified topics they care about

Media Appearances

Mathew has no verified media appearances

Work History

- 6-2023
Senior Vice President, TMT, US Citi Commercial Bank at Citi
- 9-2016 - 6-2023
Vice President FX Sales at Citi
- 11-2012 - 9-2016
Vice President at Citi
- 3-2008 - 9-2012
Associate - Voluntary Corporate Actions at J.P. Morgan Clearing Corp
- 8-2006 - 3-2008
Mandatory Corporate Actions Analyst at Bear Stearns Securities Corp

Education

- 2001 - 2006
Bachelors from Johnson & Wales University
- 1996 - 2000
Education details unavailable from Lynbrook High School

More Information

Social Presence :



Prographics :

Exp : **19** Location : **Lynbrook, New York, United States** Job Level : **Leadership**

Designation : **Senior Vice President, TMT, US Citi Commercial Bank at Citi**

Insights For Selling To Mathew

👉 During A Call Or A Meeting

DO's

- Keep some extra margin in hand as they will likely negotiate the pricing
- Emphasise more on facts and measurable benefits
- Back up any claims with data and numbers

DONT's

- Don't overhype the product/pitch, keep it measured
- Avoid rushing them, be polite and patient
- Don't depend too much on anecdotal evidence, it reduces their confidence

👉 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 Mathew, 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 Mathew is

- *Confidence that the product provides ROI, effective pricing and process adherence matter the most to them.*

Will you ever get a clear answer from Mathew

- *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 Mathew Move?

- *They can move at a reasonable pace while making their decisions if they have the necessary information.*

Can Mathew Take Some Risk Or Not?

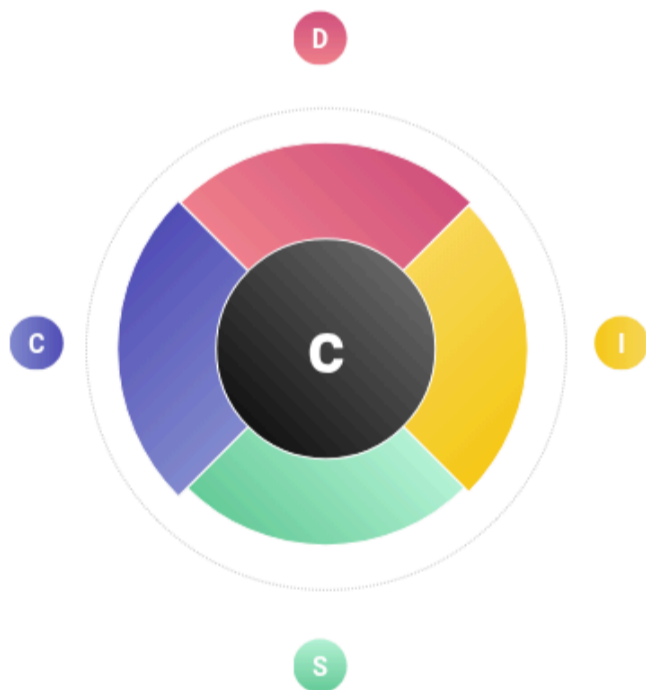
- *If they believe that they have analyzed the situation well, they can take a little risk.*

You And Mathew

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Mathew'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.