



# MATHIEU HERSCHER

**Enigma**  
DISC Type : dic

**Manager Support Achats Finance at ArcelorMittal France**  
Metz, Grand Est, France

## Overview

Mathieu has no verified overview

### 👤 Personality Overview

**Persuasive & Assertive**      **Challenger**      **Friendly Yet Blunt**

They are generally strong communicators and are not easy to convince. They are likely to ask many questions and look heavily for supporting proof as well as information. They can sound friendly and charming but can quickly change gears to become inquisitive and probing

### 👤 Topics They Care About

Mathieu has no verified topics they care about

## Media Appearances

Mathieu has no verified media appearances

## Work History

- 3-2020  
Manager Support Achats Finance at ArcelorMittal France
- 11-2019 - 3-2020  
Consultant at Technology & Strategy
- 1-2018 - 12-2018  
Project Mechanical Engineer at FABRICATION MECANIQUE INDUSTRIELLE LORRAINE FAMILOR
- 5-2017 - 12-2017  
Global EME Commodity Buyer at AGCO Corporation
- 9-2016 - 12-2016  
Junior Project Buyer at Pierburg Pump Technology GmbH

## Education

- 2013 - 2016  
Mechanical & Production Engineer from Ecole nationale d'Ingénieurs de Metz
- 2011 - 2013  
BTS conception of industrail product (BAC+2) from CFAI Moselle
- 2009 - 2011  
Baccalauréat from Lycée Louis Vincent Metz

## More Information

Social Presence :



Prographics :

Exp : **10** Location : **Metz, Grand Est, France** Job Level : **Middle**

Designation : **Manager Support Achats Finance at ArcelorMittal France**

## Interested In

Sports

Football

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## Insights For Selling To Mathieu

### 👉 During A Call Or A Meeting

#### DO's

- Help them realize that any personal risk in making this decision is far less compared to what the results could mean for them
- Use a combination of data as well as stories for your pitch, a ppt might not be necessary
- Be prepared for a mix of questions and inquisitiveness, answer them in the tone in which they have been asked

#### DONT's

- Don't be too objective but make sure to pad your storytelling with data points
- Avoid making offhand commitments, understand the root of their concerns first
- Don't try to rush them into a decision, provide all necessary information first

## 👉 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:** Mathieu, this is [user\_fname] at [user\_companynamefirsttwowords].

**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:** 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 Mathieu is

- *Proven value, strong objective evidence are important for them, rapport can impact decisions a little.*

Will you ever get a clear answer from Mathieu

- *They are practical and friendly, but can give a clear response with a little prodding*

## Insights For Deal Planning

How Fast (Or Slow) Will Mathieu Move?

- *They like to be detailed, so unless they develop strong conviction, they can take their time to arrive at decisions*

Can Mathieu Take Some Risk Or Not?

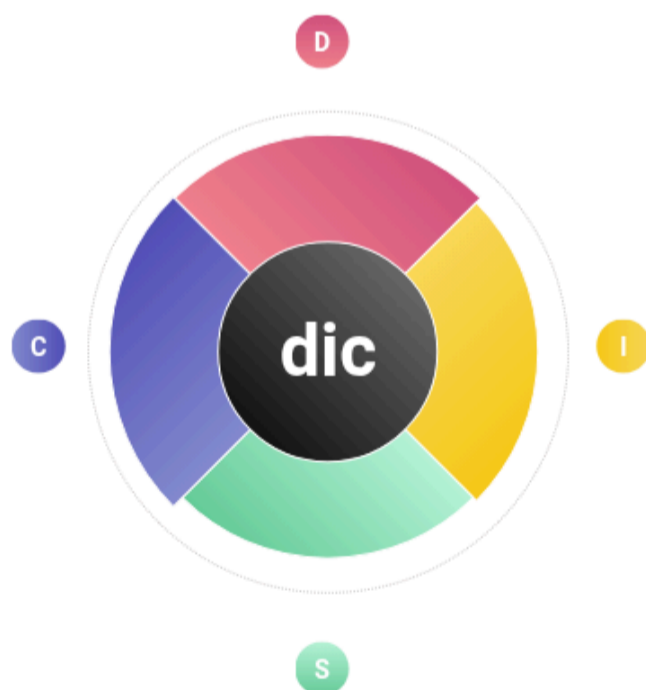
- *They evaluate their decisions systematically and do not take risks that often, unless you can get them to develop strong conviction*

## You And Mathieu

### Personality Compatibility

Not enough data to show compatibility comparison

## DISC Profile : Mathieu'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.

### 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.

### 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.