



MATT HAHM

Observer
DISC Type : ci

Operations Manager - Wisconsin at DB Sterlin Consultants, Inc.
Cedarburg, Wisconsin, United States

Overview

Matt has no verified overview

👉 Personality Overview

Assertive Curious Example Seeker

They ask a lot of questions and rely heavily on information and collaterals. They can sound friendly and charming but can quickly change gears to become inquisitive and probing. They are generally good communicators and can be hard to convince.

👉 Topics They Care About

Matt has no verified topics they care about

Media Appearances

Matt has no verified media appearances

Work History

- 8-2025
Operations Manager - Wisconsin at DB Sterlin Consultants, Inc.
- 6-2005
Principal Engineer at M Squared Engineering
- 5-1997 - 6-2005
Project Manager - Engineering at K&A
- 5-1996 - 5-1997
Engineering Inspector at City of West Bend
- Town Consulting Engineer at Town of Cedarburg

Education

- 1990 - 1995
BS from University of Wisconsin-Milwaukee
- 1988 - 1990
NA from Milwaukee School of Engineering

More Information

Social Presence :



Prographics :

Exp : **29** Location : **Cedarburg, Wisconsin, United States** Job Level : **Middle**

Designation : **Operations Manager - Wisconsin at DB Sterlin Consultants, Inc.**

Insights For Selling To Matt

👉 During A Call Or A Meeting

DO's

- Ask them questions to understand their needs better while staying affable
- Help them understand the risk aspect fully while inspiring confidence
- Share testimonials from known people and give multiple examples of product value

DONT's

- Don't be too objective but make sure to pad your storytelling with data points
- Don't brush off any concerns, take all questions seriously
- Don't rely excessively on your relationship with them to win the deal

👉 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 Matt, this is [user_fname] at [user_companynamewithfirsttwowords].

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: Exciting but objective

Example: Making it personalized', 'Changing how to sell' etc.

Salutation: Yes (Something usual)

Example: Use 'Hi' (along with the first name)

Greeting: No

Example: Skip usual lines like 'I hope you are doing well'

Emojis/GIFs:

Bullet Points: Could use

Closing Line: Logically summarize, keep high energy

Example: Something like 'If these points make it clear, lets wrap this up at 11am?'

Complimentary Close: Unique or standard

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

Tone of Words: Confident, informational

Overall Messaging: Focused on generating excitement while staying objective

Length of Mail: Medium

Example: Ideally upto 120-130 words

👉 While Negotiating & Closing

The secret to closing fast with Matt is

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

Will you ever get a clear answer from Matt

- *They are practical and friendly, don't expect a clear-cut response often.*

Insights For Deal Planning

How Fast (Or Slow) Will Matt Move?

- *They like to be detailed and take their time to arrive at decisions.*

Can Matt Take Some Risk Or Not?

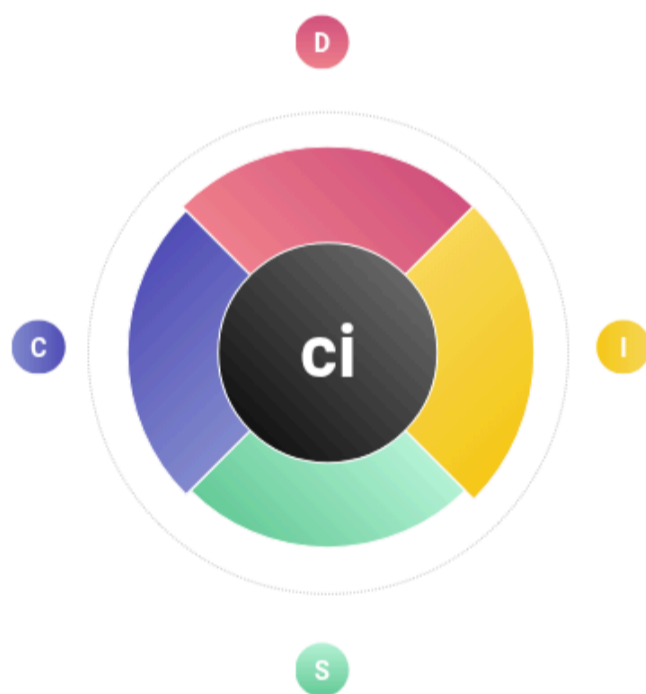
- *They weigh all decisions systematically and are unlikely to take many risks.*

You And Matt

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Matt'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.

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.