



MATTHEW PLUMMER

Energizer
DISC Type : I

Director, FERC and ISO Relations at Pacific Gas and Electric Company
Oakland, California, United States

Overview

Matthew has no verified overview

👉 Personality Overview

- Informal
- Big Picture Person
- Believer

They are naturally enthusiastic, so take their promise with a pinch of salt. They are people oriented, friendly and like creating new connections. Unlike C or D types, they are vocal with their opinions but not so much with their questions.

👉 Topics They Care About

Matthew has no verified topics they care about

Media Appearances

Matthew has no verified media appearances

Work History

- 12-2023
Director, FERC and ISO Relations at Pacific Gas and Electric Company
- 5-2021 - 1-2024
Director, Regional Service Model PMO at Pacific Gas and Electric Company
- 1-2017 - 7-2021
Regulatory Relations, Principal at Pacific Gas and Electric Company
- 12-2015 - 12-2017
Liason at Governor's Tree Mortality Task Force
- 10-2011 - 1-2013
Assistant Planner at LSA Associates, Inc.

Education

- 2010 - 2011
MPA from California State University-Sacramento
- 2008 - 2010
Joint Degree from California Polytechnic State University-San Luis Obispo

More Information

Social Presence :



Prographics :

Exp : **12** Location : **Oakland, California, United States** Job Level : **Mid-senior**

Designation : **Director, FERC and ISO Relations at Pacific Gas and Electric Company**

Insights For Selling To Matthew

👉 During A Call Or A Meeting

DO's

- Use adjectives like 'amazing', 'coolest', 'unbelievable' etc.
- Speak enthusiastically with energy, maintain a clear and confident tone
- Share some stories about how you you have helped people in similar positions succeed

DONT's

- Avoid ifs and buts, don't talk too much about the risks etc.
- Avoid overloading them with too much detail
- Don't assume a yes just because they have not said no

👉 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 Matthew, [user_fname] here at [user_companynamewordstwowords] 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: Matthew, 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: Personalized, catchy

Example: John, is this interesting?', 'Increasing sales conversion, together!' etc.

Salutation: Yes (Something casual)

Example: Use 'Hi', 'Hey' etc. (along with the first name)

Greeting: Yes (Say something interesting/unusual)

Example: Use unusual lines, like 'This has been quite a week', 'What a game yesterday' etc.

Emojis/GIFs:

Bullet Points: Avoid

Closing Line: Build excitement

Example: Something like 'So John, lets get the ball rolling?'

Complimentary Close: Unique, pleasant

Example: Something like 'Excited!', 'To a great partnership!' etc.

Tone of Words: Friendly, first-person

Overall Messaging: Focused on the person and relationship

Length of Mail: Long

Example: Maximum upto 150 words

👉 While Negotiating & Closing

The secret to closing fast with Matthew is

- *Relationship and trust can be vital with them, sometimes more than anything else.*

Will you ever get a clear answer from Matthew

- *They are unlikely to say no directly, you have to make that decision yourself.*

Insights For Deal Planning

How Fast (Or Slow) Will Matthew Move?

- *They are not the fastest decision makers, their friendly approach can give false positive signals.*

Can Matthew Take Some Risk Or Not?

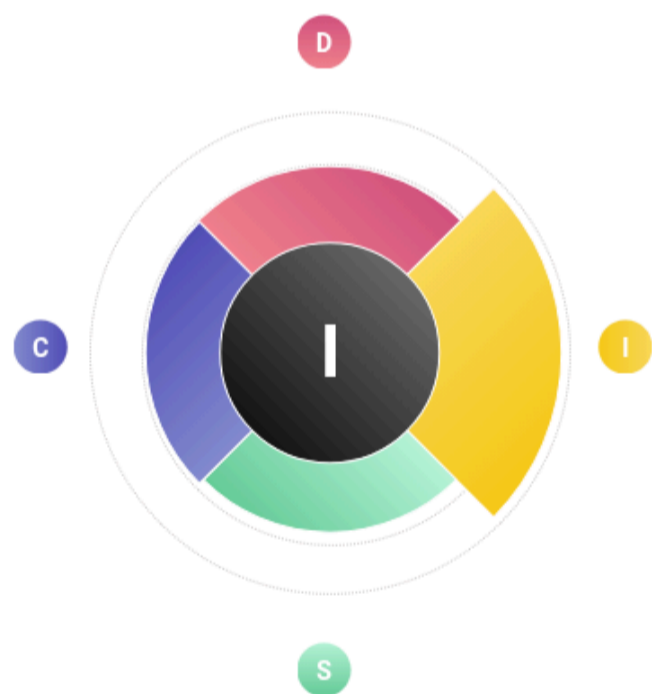
- *They can accept limited risks, ones that they think will not impact them personally.*

You And Matthew

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Matthew'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.