



# MICHAEL NG

**Sharpshooter**  
DISC Type : DC

**Strategy at Meituan-Dianping**  
Hong Kong SAR

## Overview

Michael has no verified overview

### 👉 Personality Overview

**Fast But Analytical**      **Rigorous & Demanding**      **Precise But Practical**

They put a lot of effort into ensuring personal success. They prefer to move quickly, and expect the same from others. They respond well to strong and respectful communication.

### 👉 Topics They Care About

Michael has no verified topics they care about

## Media Appearances

Michael has no verified media appearances

## Work History

- 11-2018  
Strategy at Meituan-Dianping
- 3-2018 - 11-2018  
Business Analytics Leader at Lefit
- 9-2015 - 3-2018  
Senior Associate at The Boston Consulting Group
- 6-2014 - 8-2014  
Summer Analyst at Deutsche Bank
- 6-2013 - 8-2013  
Summer Analyst, Global Banking at HSBC

## Education

- 2011 - 2014  
Global Business Studies from The Chinese University of Hong Kong
- 2013 - 2013  
Entrepreneurship/Entrepreneurial Studies from UNC Kenan-Flagler Business School
- 2012 - 2012  
International Business from Copenhagen Business School
- 2005 - 2011  
Education details unavailable from Wah Yan College Hong Kong

## More Information

Social Presence :



Prographics :

Exp : 12 Location : Hong Kong SAR Job Level : N/A Designation : Strategy at Meituan-Dianping

## Insights For Selling To Michael

### 👉 During A Call Or A Meeting

#### DO's

- Hold your ground without indulging in one-upmanship
- Objectively showcase the impact that your product creates
- Get to the point quickly instead of spending time doing small talk

#### DONT's

- Don't focus on process and rules, give the impression of being a 'gets it done' person
- Don't try too hard to forge relationships with them
- Do not hesitate from asking counter questions, just avoid challenging their authority

## 👉 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:** Michael, this is [user\_fname] at [user\_companynamewordstwowords].

**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:** To the point, measured

*Example: Will this work?', '6.2% revenue impact' etc.*

**Salutation:** No

*Example: Skip 'Hi', 'Hey' etc., use only the first name*

**Greeting:** No

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

**Emojis/GIFs:**

**Bullet Points:** Could use

**Closing Line:** Clearly state your ask

*Example: Something like 'Can we get on a call tomorrow at 1100 hours and finalize this?'*

**Complimentary Close:** None or standard

*Example: Something simple like 'Thanks', 'Regards', or nothing at all.*

**Tone of Words:** Confident, direct

**Overall Messaging:** Focused on measurable results

**Length of Mail:** Very Short

*Example: Less than 100 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Michael is

- *Confidence in impact is paramount to them, followed by a sense of achievement and ROI.*

Will you ever get a clear answer from Michael

- *If they decide not to go ahead, they will say no without hesitation.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Michael Move?

- *If convinced, they can reach decisions quite fast.*

Can Michael Take Some Risk Or Not?

- *They do not shy away from taking risks, but can be quite binary about them.*

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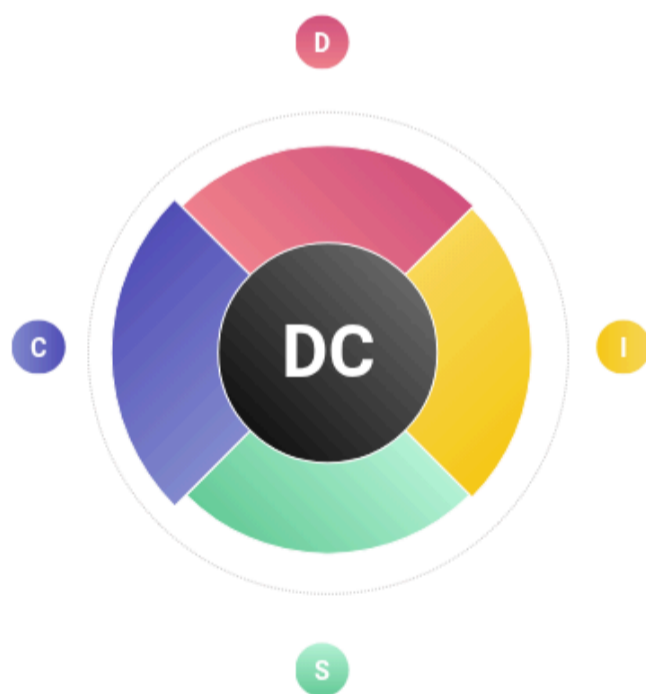
## You And Michael

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Michael'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.

### **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.