



MICHAEL POPOV

Inspirer
DISC Type : id

Software Engineer at Meta
Greater Seattle Area, United States

Overview

Michael is a Principal Software Engineer with over 25 years of experience specializing in C++, storage engines, and high-performance database internals. He has developed core components for major database systems like MySQLs InnoDB and Microsofts CosmosDB. Colleagues describe him as exceptionally talented, highly dedicated, and an experienced technical leader.

Based on his background, Michael appears passionate about the art of software development and continuous learning, having supplemented his Master of Science degree with further education.

He designed and developed an InnoDB extension that allows storing buffer pool data in shared memory for significantly faster restarts.

👉 Personality Overview

Confident & Optimistic Achievement Oriented Decisive

They respond well to objective pitches but also attach some value to relationships. They usually prefer to drive the conversation. They measure a product on its merit but can be influenced by strong testimonials.

👉 Topics They Care About

- Database Internals**
He has deep experience developing core components for storage engines like InnoDB and creating extensions for services like Microsoft's CosmosDB.
- High-Performance Systems**
His work involves creating innovative and highly efficient solutions, including custom networking protocols and low-latency systems for ad tech.
- Vector Databases**

He recently developed a vector database extension for CosmosDB and previously designed a backup and recovery solution for an in-house vector database.

C++ Development

His core expertise is in C++ and system-level development, which he has applied to building complex storage and database solutions throughout his career.

Continuous Learning

A recommendation highlights his dedication to learning, which is also demonstrated by his pursuit of continuous education at Ryerson University after his M. Sc.



Media Appearances

Michael has no verified media appearances

Work History

- 8-2025
Software Engineer at Meta
- 2-2025 - 9-2025
Staff Software Engineer at MongoDB
- 3-2024 - 2-2025
Staff Software Engineer at Cognitiv
- 6-2019 - 3-2024
Principal Software Engineer at Microsoft
- 2-2018 - 6-2019
Principal Software Engineer at HERE Technologies

Education

- 1988 - 1993
M.Sc. from Taras Shevchenko National University of Kyiv
- Continuous Education from Ryerson University

More Information

Social Presence :



Prographics :

Exp : 7 Location : **Greater Seattle Area, United States** Job Level : **Middle** Designation : **Software Engineer at Meta**

Insights For Selling To Michael

👉 During A Call Or A Meeting

DO's

- Get them to a point where they are ready to bat for your product internally
- Look like someone who is on top of their game
- Refer to testimonials from well known people to highlight the value of your product

DONT's

- Don't be too verbose or overly friendly; a little bit, however, is fine
- Don't be unorganized, be prepared for the pitch
- Don't keep repeating the same information, it could make them impatient

👉 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 Michael, [user_fname] here at [user_companynamewithfirsttwowords] 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: Michael, 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: 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 Michael is

- *Product value plays a big role, followed by relationship and a sense of achievement.*

Will you ever get a clear answer from Michael

- *If they do not firmly believe in you, they will refuse without hesitation.*

Insights For Deal Planning

How Fast (Or Slow) Will Michael Move?

- *If they develop confidence in your product and you, then they can make fast decisions.*

Can Michael Take Some Risk Or Not?

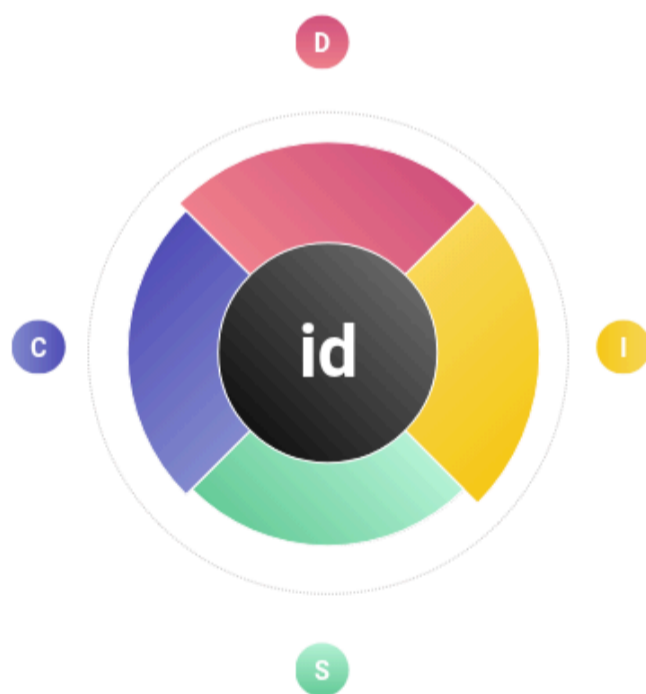
- *If necessary, they have the ability to take risky decisions.*

You And Michael

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Michael'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.

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.