



MICHAEL STECK

Critic
DISC Type : C

Head of Program at LEM Surgical AG
Bern, Berne, Switzerland

Overview

Michael has no verified overview

👉 Personality Overview

Precise Information Seeker Objective Thinker

They like to take decisions independently and do not seek others' support often. It is very likely that they will negotiate pricing or other important terms. Unless the value is proven by data, they are unlikely to value fancy features.

👉 Topics They Care About

Michael has no verified topics they care about

Media Appearances

Michael has no verified media appearances

Work History

- 7-2024
Head of Program at LEM Surgical AG
- 8-2021 - 5-2024
Senior Project Manager & Mechanical Engineer at HSE•AG
- 11-2019 - 7-2021
Project Manager & Mechanical Engineer at HSE•AG
- 7-2017 - 11-2019
Aerodynamics & Risk Consultant at Amstein + Walthert
- 6-2016 - 8-2016
Research Assistant at Aerothermochemistry and Combustion Systems Laboratory - ETH Zürich

Education

- 2022 - 2022
Executive Leadership Program from Stanford University Graduate School of Business
- 2015 - 2017
Master of Science ETH Mechanical Engineering from ETH Zürich
- 2016 - 2017
Master Thesis from National University of Singapore
- 2010 - 2015
Bachelor of Science ETH Mechanical Engineering from ETH Zürich
- 2005 - 2009
Matura from Freies Gymnasium Bern

More Information

Social Presence :



Prographics :

Exp : **11** Location : **Bern, Berne, Switzerland** Job Level : **Mid-senior** Designation : **Head of Program at LEM Surgical AG**

Insights For Selling To Michael

👉 During A Call Or A Meeting

DO's

- Use phrases like 'expect X% improvement', 'data clearly shows' etc.
- Keep some extra margin while sharing pricing, they are likely to negotiate later
- Be ready for penetrating questions and critical examination of your pitch

DONT's

- Avoid phrases like 'trust me', 'others just love' etc.
- Don't try to give too many examples of other users, they like to make their own decisions
- Don't rush them till they have clearly gotten all the necessary information

👉 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 Michael, 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: Objective

Example: Getting personalization right, '40% increase' etc.

Salutation: Yes (Something usual)

Example: Use 'Hi' or only the first name

Greeting: No

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

Emojis/GIFs:

Bullet Points: Recommended

Closing Line: Logically summarize/ask

Example: Something like 'If these points make sense, shall we speak tomorrow?'

Complimentary Close: None or formal

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

Tone of Words: Objective, informational

Overall Messaging: Focused on allaying doubts and ROI

Length of Mail: Short

Example: Ideally upto 100-120 words

👉 While Negotiating & Closing

The secret to closing fast with Michael is

- *Proof of ROI, low pricing and objective proof points are the important factors for them.*

Will you ever get a clear answer from Michael

- *They do not mind saying no if they believe that it is the right decision.*

Insights For Deal Planning

How Fast (Or Slow) Will Michael Move?

- *Their decision-making is neither very fast nor very slow, they are somewhere in between.*

Can Michael Take Some Risk Or Not?

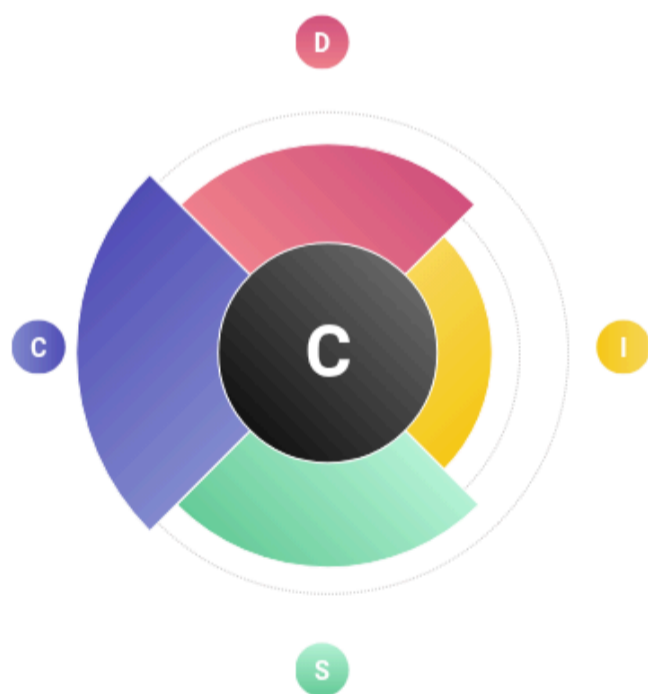
- *They can take risks if their analysis shows that it would be worth it.*

You And Michael

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Michael'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.