



MICHELL MOODIE

Energizer
DISC Type : I

Administrative Assistant in The United Nations Health and Life Insurance Section at The United Nations
New York, New York, United States

Overview

Michell is a dedicated international civil servant with over 21 years of experience at the United Nations, specializing in human resources and peacekeeping environments. An alumna of The University of the West Indies, she provides high-level administrative support to senior leadership, demonstrating operational excellence and discretion in fast-paced, multicultural settings.

Beyond her extensive UN career, Michell has a notable public profile in her home country of Jamaica. In 1997, she was crowned Miss Jamaica and represented the nation at the Miss World Pageant, where she was awarded the title "Caribbean Queen of Beauty. "

As Miss Jamaica 1997, she served as a national spokesperson for The Association of Womens Organizations.

Personality Overview

Relationship Oriented

Full Of Energy

Big Picture Person

Unlike C or D types, they are vocal with their opinions but not so much with their questions. They are always positive and upbeat, so take their promises with a pinch of salt. They are really good at seeing what the long-term impacts of their decisions could be.

Topics They Care About

UN Peacekeeping

Has direct experience serving in United Nations Peacekeeping Missions, including UNMIL in Liberia and MINURCAT in Central African Republic and Chad.

Human Resources

Her career at the UN has heavily focused on HR management, including recruitment, policy development, and processing onboarding and separation.

Public Service

Expresses a strong commitment to public service, which has been the cornerstone of her two-decade-long career at the United Nations.

Women's Advocacy

Served as a spokesperson for The Association of Women's Organizations in Jamaica, advocating for women's issues in schools across the island.

Caribbean Culture

[Predicted] Her background as Miss Jamaica and being named "Caribbean Queen of Beauty" suggests a strong connection to and pride in her cultural heritage.



Media Appearances

Michell has no verified media appearances

Work History

- 2-2026
Administrative Assistant in The United Nations Health and Life Insurance Section at The United Nations
- 2-2018 - 5-2018
Human Resources Assistant at The United Nations Peacekeeping Mission UNMIL
- 12-2007 - 3-2008
Team Assistant at The United Nations Peacekeeping Mission MINURCAT
- 9-2004 - 2-2026
Human Resources Assistant in the Strategy and Policy Development Service at The United Nations
- 4-2004 - 8-2004
Business Reporter at The Jamaica Observer Media Group

Education

- Bachelor of Science from The University of the West Indies, Jamaica
- Certificate of Completion from Nanjing University, China

More Information

Social Presence :



Prographics :

Exp : **5** Location : **New York, New York, United States** Job Level : **Junior**

Designation : **Administrative Assistant in The United Nations Health and Life Insurance Section at The United Nations**

Insights For Selling To Michell

👉 During A Call Or A Meeting

DO's

- Use phrases like 'people will love', 'massive impact' etc.
- Use adjectives like 'amazing', 'coolest', 'unbelievable' etc.
- Do some small talk, ask them how things are going on their side

DONT's

- Don't be excessively objective, be a storyteller
- Don't be too formal, focus on building comfort and trust
- Avoid overloading them with too much detail

👉 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 Michell, [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: Michell, 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 Michell is

- *Relationship and rapport can play an important role, sometimes more than the other factors.*

Will you ever get a clear answer from Michell

- *They will probably never say no directly, you have to make that decision yourself.*

Insights For Deal Planning

How Fast (Or Slow) Will Michell Move?

- *They are not the quickest decision makers, their friendly attitude could be misleading.*

Can Michell Take Some Risk Or Not?

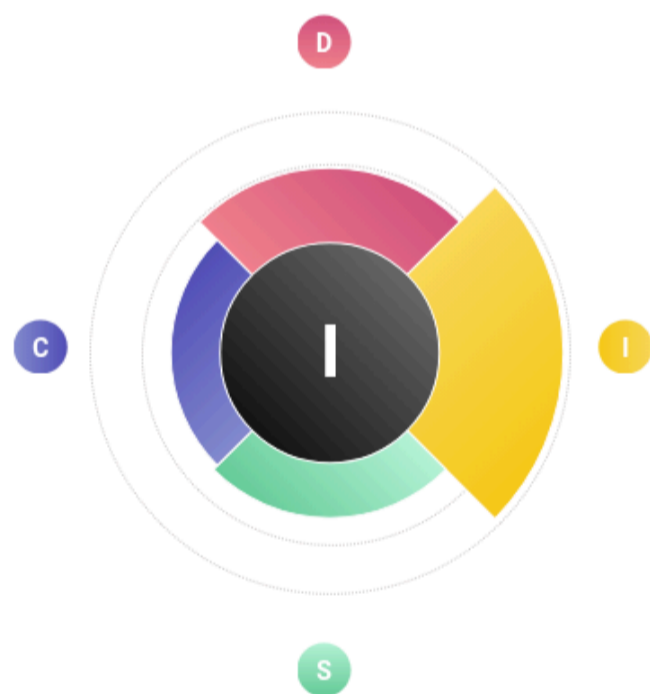
- *They can accept limited risks, ones that they think will not impact them personally.*

You And Michell

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Michell'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.