



MIKE CONDRY

Inspirer
DISC Type : di

Vice President of Operations at Inceed
Tulsa, Oklahoma, United States

Overview

Mike Condry is the Vice President of Operations at Inceeds Tulsa office, where he helps clients hire technical and business professionals. He has grown with the company through multiple sales and management roles, leveraging his B. A. from Oklahoma State University to drive operational success in the staffing industry.

Originally from Broken Arrow, Oklahoma, Mike is deeply influenced by his family. A former captain of his high school football and baseball teams, he played college baseball for Oklahoma State University. In his spare time, he enjoys fishing and spending quality time with his family.

His personal philosophy is guided by his fathers lesson: "failing to prepare is preparing to fail. "

👍 Personality Overview

- Charming & Persuasive
- Generous
- Confident & Optimistic

They don't mind taking a stand if they believe in something. They measure a product on its merit but can be influenced by strong testimonials. They usually prefer to drive the conversation.

👍 Topics They Care About

- Technical Recruiting**
As a leader at Inceed, his focus is on identifying and placing top-tier technical and business talent for clients in various advanced technology sectors.
- Sales Leadership**
His career progression from Account Manager to Director of Sales and now VP of Operations demonstrates a strong background in sales processes and team management.
- College Athletics**
He played baseball for Oklahoma State University and Seminole State College and has financially supported his former team's fundraisers.

Family Values

He publicly states that his family is his biggest influence and that they always come first, a core value instilled by his parents.

OSU Cowboys

[Predicted] As an alumnus and former athlete for Oklahoma State University, he likely follows and supports their sports teams.

Value of Preparation

He highlights a lesson from his father—"failing to prepare is preparing to fail"—as a key principle in his personal and professional life.



Media Appearances

Mike has no verified media appearances

Work History

- 12-2023
Vice President of Operations at Inceed
- 5-2019 - 12-2023
Director of Sales at Inceed
- 4-2013 - 4-2019
Regional Sales Manager at Inceed
- 10-2011 - 4-2013
Branch Manager at Inceed
- 5-2006 - 4-2012
Account Manager at Inceed

Education

- 2004 - 2006
B.A. from Oklahoma State University
- 2002 - 2003
A.S. from Seminole State College

More Information

Social Presence :



Prographics :

Exp : **19** Location : **Tulsa, Oklahoma, United States** Job Level : **Senior** Designation : **Vice President of Operations at Inceed**

Insights For Selling To Mike

👉 During A Call Or A Meeting

DO's

- Clearly address the competitive aspects
- Acknowledge their status and position during the conversation
- Look like someone who is on top of their game

DONT's

- Don't be very informal even if they are being so themselves
- Avoid focusing only on the product or its ROI, keep building trust subtly
- Don't be too verbose or overly friendly; a little bit, however, is fine

👉 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: Mike, 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: 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 Mike is

- *Belief in the value of the product, relationship and a sense of accomplishment matter the most.*

Will you ever get a clear answer from Mike

- *They are not shy of saying no if they do not develop trust in your product.*

Insights For Deal Planning

How Fast (Or Slow) Will Mike Move?

- *They can take fast decisions if they develop conviction in the product and find you trustworthy.*

Can Mike Take Some Risk Or Not?

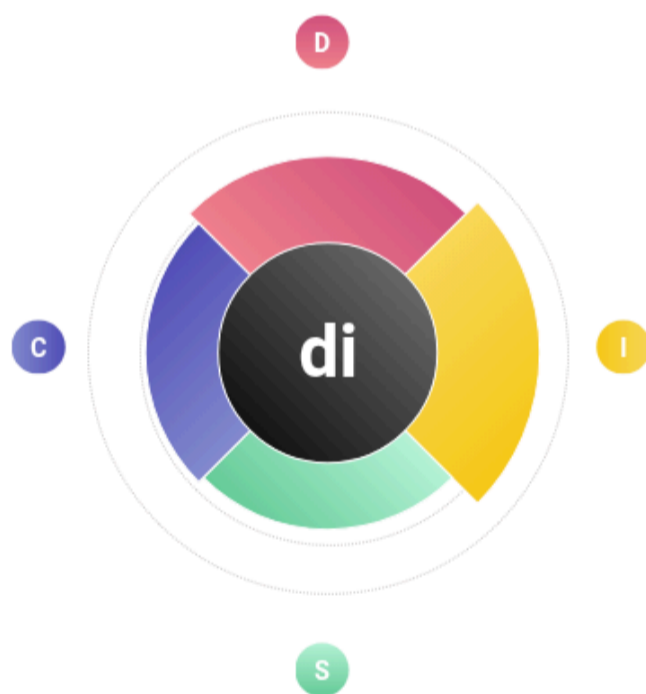
- *They have the capability of taking risky decisions if necessary.*

You And Mike

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Mike'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.

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.