



MILAP THAKKAR

Sharpshooter
DISC Type : CD

Staffing Manager at TalentBridge
St Louis, Missouri, United States

Overview

Milap has no verified overview

👉 Personality Overview

Fast But Analytical

ROI Driven

Rigorous & Demanding

They prefer to move quickly, and expect the same from others. They like to stay in control of the negotiation or defining of the terms. They put a lot of effort into ensuring personal success.

👉 Topics They Care About

Milap has no verified topics they care about

Media Appearances

Milap has no verified media appearances

Work History

- 2-2023
Staffing Manager at TalentBridge
- 8-2018 - 2-2023
Lead Recruiter at Mindlance
- 4-2018 - 7-2018
Senior Recruiter at Veterans Sourcing Group, LLC
- 6-2017 - 4-2018
Recruiter at eTeam

Education

- 2-2012 - 3-2014
H.S.C from Ascent School of Science

More Information

Social Presence :



Prographics :

Exp : 7 Location : **St Louis, Missouri, United States** Job Level : **Middle** Designation : **Staffing Manager at TalentBridge**

Insights For Selling To Milap

👉 During A Call Or A Meeting

DO's

- Be respectful but crisp
- Objectively showcase the impact that your product creates
- Make sure that you circle back fast on any action items, it wins their trust

DONT's

- Avoid being too verbose
- Don't focus on process and rules, give the impression of being a 'gets it done' person
- Do not back off when challenged, respond with a confident, objective answer instead

👉 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 Milap, 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: 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 Milap is

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

Will you ever get a clear answer from Milap

- *If they are not convinced, they will have no hesitation in telling you the same.*

Insights For Deal Planning

How Fast (Or Slow) Will Milap Move?

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

Can Milap Take Some Risk Or Not?

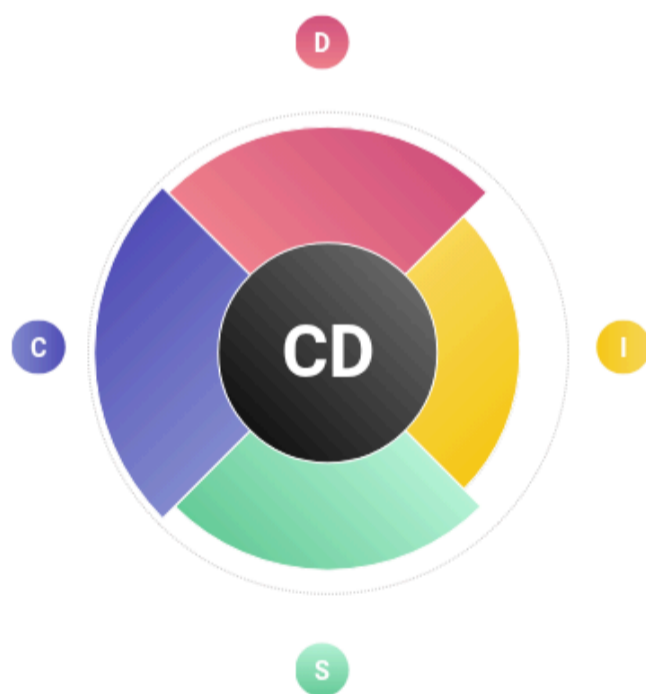
- *They do not shy away from taking risks, but can be quite binary about them.*

You And Milap

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Milap'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.

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.