



MOLLY BELL

Commander
DISC Type : D

Head of Care Transformation at GoDaddy
Greater Phoenix Area, United States

Overview

Molly has no verified overview

👉 Personality Overview

Impact-Driven

Decisive

Very Quick

More than the product, they care about the impact of the product. They like to move fast and expect the same from others. They are not always relationship oriented.

👉 Topics They Care About

Molly has no verified topics they care about

Media Appearances

Molly has no verified media appearances

Work History

- 11-2021
Head of Care Transformation at GoDaddy
- 11-2020
Vice President of Customer Care at GoDaddy
- 1-2018 - 11-2020
Head of US Customer Development at GoDaddy
- 10-2017 - 1-2018
Senior Director of Customer Care at GoDaddy
- 2-2016 - 10-2017
Sr Director of Customer Solutions for NA & PayPal Credit at PayPal

Education

- 2008 - 2008
Education details unavailable from Harvard Business School
- 1991 - 1995
Human Resource Management from Briar Cliff University

More Information

Social Presence :



Prographics :

Exp : **29** Location : **Greater Phoenix Area, United States** Job Level : **Mid-senior**

Designation : **Head of Care Transformation at GoDaddy**

Insights For Selling To Molly

👉 During A Call Or A Meeting

DO's

- When negotiating terms, help them build an impression that they are the ones calling the shots
- Make sure that you circle back fast on any action items, it wins their trust
- Be respectful but crisp

DONT's

- Avoid being too verbose
- Don't take too much time in sending them information if they ask for any
- Don't be in a rush to invite them for a social meet and greet

👉 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: Molly, this is [user_fname] at [user_companynameword1][user_companynameword2].

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: To the point

Example: Personalization', 'Sales conversion' etc.

Salutation: No

Example: Skip 'Hi', 'Hey' etc., use only the first name

Greeting: No

Example: Skip 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: Skip 'Warm regards', 'Best wishes' etc., just write your name

Tone of Words: Confident, challenging

Overall Messaging: Focused on results

Length of Mail: Very Short

Example: Less than 75 words

👉 While Negotiating & Closing

The secret to closing fast with Molly is

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

Will you ever get a clear answer from Molly

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

Insights For Deal Planning

How Fast (Or Slow) Will Molly Move?

- *They can reach decisions fairly quickly if they are convinced.*

Can Molly Take Some Risk Or Not?

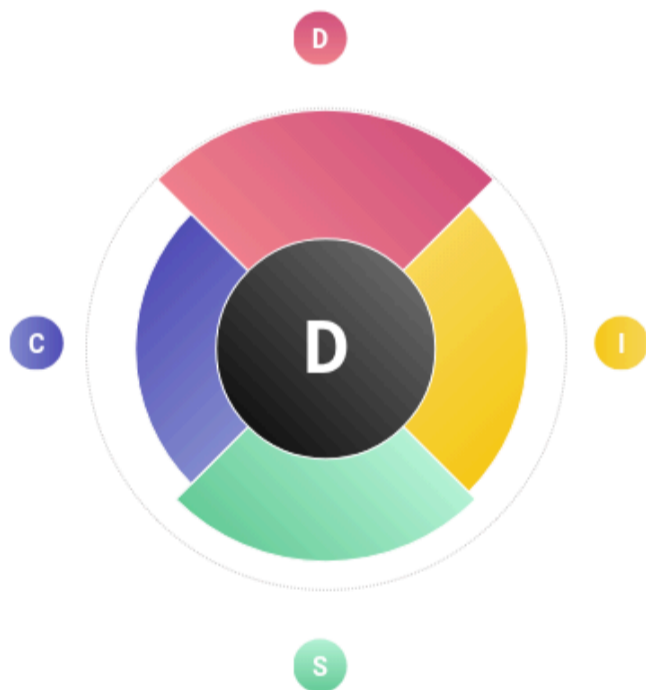
- *They don't mind risks but can be quite binary about them.*

You And Molly

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Molly'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.