



MORITZ RIEDE

Energizer
DISC Type : I

Co-Director of National Thin-Film Cluster Facility for Advanced Functional Materials at University of Oxford, Department of Physics
Oxford, England, United Kingdom

Overview

Moritz has no verified overview

👉 Personality Overview

Imaginative

Informal

Enthusiastic

They are not always early adopters but can be persuaded by leveraging strong relationships. Unlike C or D types, they are vocal with their opinions but not so much with their questions. They are friendly, approachable and love to make new connections.

👉 Topics They Care About

Moritz has no verified topics they care about

Media Appearances

Moritz has no verified media appearances

Work History

- 11-2022
Co-Director of National Thin-Film Cluster Facility for Advanced Functional Materials at University of Oxford, Department of Physics
- 8-2019
Professor at University of Oxford, Department of Physics
- 5-2013 - 8-2019
Associate Professor at University of Oxford, Department of Physics
- 1-2022
Trustee at Joseph Rotblat Memorial Trust
- 2-2020
Co-Founder of Ark Metrika Ltd at Ark Metrika

Education

- 2002 - 2006
PhD from University of Konstanz
- 1998 - 2002
BA Hons from University of Cambridge
- 1996 - 1998
Economics from Siemens Business Training (Stammhauslehre)

More Information

Social Presence :



Prographics :

Exp : 17 Location : Oxford, England, United Kingdom Job Level : Leadership

Designation **Co-Director of National Thin-Film Cluster Facility for Advanced Functional Materials at University of Oxford,**
: **Department of Physics**

Insights For Selling To Moritz

👉 During A Call Or A Meeting

DO's

- Talk anecdotally about the customer experience that your product offers
- Talk about their team and how your product will help them do things better and easier
- Invite them for a lunch or a drink/coffee

DONT's

- Don't push them to make a decision too fast, let them get comfortable first
- Avoid ifs and buts, don't talk too much about the risks etc.
- Avoid cutting into their flow

👉 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 Moritz, [user_fname] here at [user_companynamewordstwowords] 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: Moritz, 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 Moritz is

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

Will you ever get a clear answer from Moritz

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

Insights For Deal Planning

How Fast (Or Slow) Will Moritz Move?

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

Can Moritz Take Some Risk Or Not?

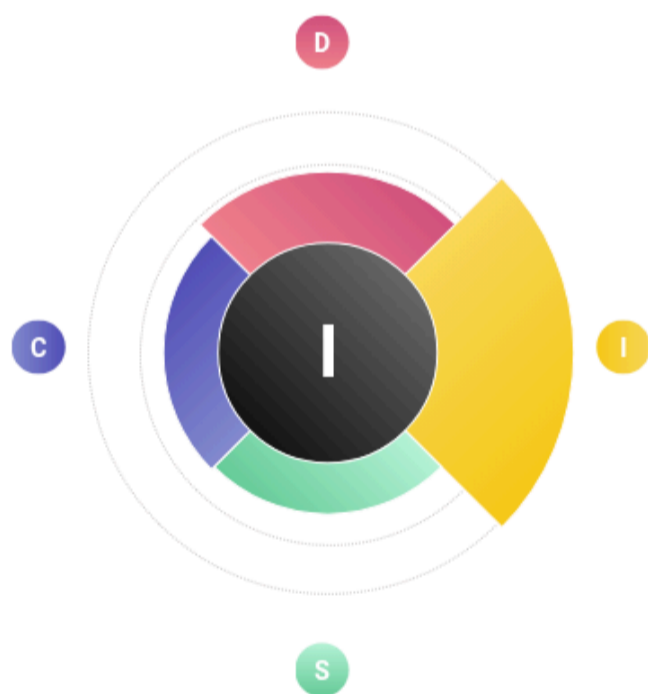
- *They may take certain risks that they deem unlikely of personal repercussions.*

You And Moritz

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Moritz'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.