



NATALIE MURPHY

Enigma
DISC Type : idc

Commercial Strategy & Insights Director, Board & CEO Advisory at Russell Reynolds Associates
United States

Overview

Natalie has no verified overview

👤 Personality Overview

Challenger **Persuasive & Assertive** **Fast Follower**

They are generally strong communicators and are not easy to convince. They are likely to ask many questions and look heavily for supporting proof as well as information. They can sound friendly and charming but can quickly change gears to become inquisitive and probing

👤 Topics They Care About

Natalie has no verified topics they care about

Media Appearances

Natalie has no verified media appearances

Work History

- 11-2025
Commercial Strategy & Insights Director, Board & CEO Advisory at Russell Reynolds Associates
- 2-2025 - 10-2025
Manager, Organization & People at West Monroe
- 2-2023 - 2-2025
Senior Consultant, Organization & People at West Monroe
- 2-2022 - 2-2023
Experienced Consultant, Organization & People at West Monroe
- 8-2020 - 2-2022
Analyst, HR Data & Analytics at Morgan Stanley

Education

- Bachelor of Science - BS from Cornell University

More Information

Social Presence :



Prographics :

Exp : **N/A** Location : **United States** Job Level : **N/A**

Designation : **Commercial Strategy & Insights Director, Board & CEO Advisory at Russell Reynolds Associates**

Insights For Selling To Natalie

👉 During A Call Or A Meeting

DO's

- Leverage 'negging', or the art of asking negative questions like "you must not be convinced yet..."
- Use phrases like 'clear evidence', 'data-based results' etc.
- Use a combination of data as well as stories for your pitch, a ppt might not be necessary

DONT's

- Don't try to rush them into a decision, provide all necessary information first
- Avoid making offhand commitments, understand the root of their concerns first
- Don't rely excessively on your relationship with them to win the deal even if you come to form one

👉 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: Natalie, 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 Natalie is

- *Proven value, strong objective evidence are important for them, rapport can impact decisions a little.*

Will you ever get a clear answer from Natalie

- *They are practical and friendly, but can give a clear response with a little prodding*

Insights For Deal Planning

How Fast (Or Slow) Will Natalie Move?

- *They like to be detailed, so unless they develop strong conviction, they can take their time to arrive at decisions*

Can Natalie Take Some Risk Or Not?

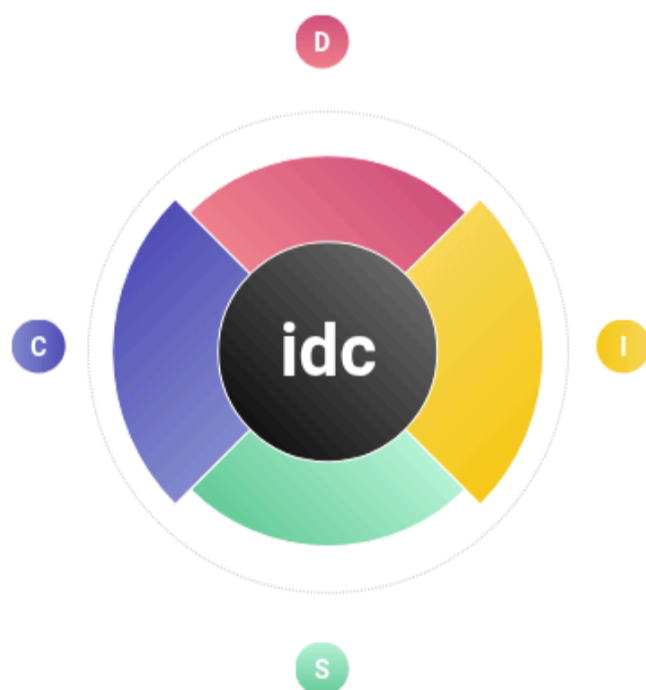
- *They evaluate their decisions systematically and do not take risks that often, unless you can get them to develop strong conviction*

You And Natalie

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Natalie'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.

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.

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.