



NAVAL HATODE

Commander
DISC Type : D

Databricks SME at Exeliq Consulting Inc.
Hoffman Estates, Illinois, United States

Overview

Naval Hatode is a Lead Data Engineer and Databricks consultant with over 16 years of experience in enterprise data platforms. He specializes in Lakehouse architecture, Microsoft Fabric, and real-time streaming solutions. Naval is also a Microsoft Certified Fabric Data Engineer and a published technical author on data engineering topics.

He shows a keen interest in continuous learning, recently completing certifications in AI tools and sharing educational roadmaps with his network. He focuses on tools and methods that enhance developer productivity and code quality, and enjoys logic-based games in his spare time.

Unique fact: Naval delivered over \$250,000 in annual savings for a client through platform optimization and Databricks automation.

Personality Overview

Strong-Willed

Very Quick

Candid & Clear

They like to stay in control of the negotiation or defining of the terms. They do not care very much about building rapport or relationships. They respond well to strong and respectful communication.

Topics They Care About

Databricks & Lakehouse

As a Databricks SME, he designs and delivers scalable Lakehouse architectures and production-grade Spark solutions for clients.

FinOps Optimization

He has a proven impact in FinOps, achieving significant cost savings through platform optimization, and writes articles on the topic.

Microsoft Fabric

He is a Microsoft Certified Fabric Data Engineer Associate and has architected real-time intelligence solutions using the platform.

Developer Productivity

He expresses a strong interest in tools like Claude Code that improve developer productivity and actively writes technical articles to share knowledge.

AI Upskilling

He actively pursues AI-related certifications and created and shared a detailed AI/GenAI learning roadmap for his professional network.



Media Appearances

Naval has no verified media appearances

Work History

- 8-2025
Databricks SME at Exeliq Consulting Inc.
- 1-2025 - 7-2025
Lead Data Engineer at Exeliq Consulting Inc.
- 6-2023 - 1-2025
Lead Engineer at Exeliq Consulting Inc.
- 1-2023 - 6-2023
Sr. Data Engineer at Exeliq Consulting Inc.
- 4-2022 - 6-2022
Sr. Data Engineer at Exeliq Consulting Inc.

Education

- 1-2021 - 12-2022
Master of Science - MS from Campbellsville University
- 7-2003 - 8-2007
Bachelor's degree from Priyadarshini College Of Computer Science

More Information

Social Presence :



Prographics :

Exp : **16** Location : **Hoffman Estates, Illinois, United States** Job Level : **N/A**

Designation : **Databricks SME at Exeliq Consulting Inc.**

Insights For Selling To Naval

👉 During A Call Or A Meeting

DO's

- Help them weigh the risks by sharing objective proof points without becoming too analytical
- Make sure that you circle back fast on any action items, it wins their trust
- Speak about competitive differentiation that your product offers

DONT's

- Don't try too hard to forge relationships with them
- Avoid being a storyteller and don't try to oversell
- Do not back off when challenged, respond with a confident, objective answer instead

👉 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: Naval, 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: 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 Naval is

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

Will you ever get a clear answer from Naval

- *If they decide not to go ahead, they will say no without hesitation.*

Insights For Deal Planning

How Fast (Or Slow) Will Naval Move?

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

Can Naval Take Some Risk Or Not?

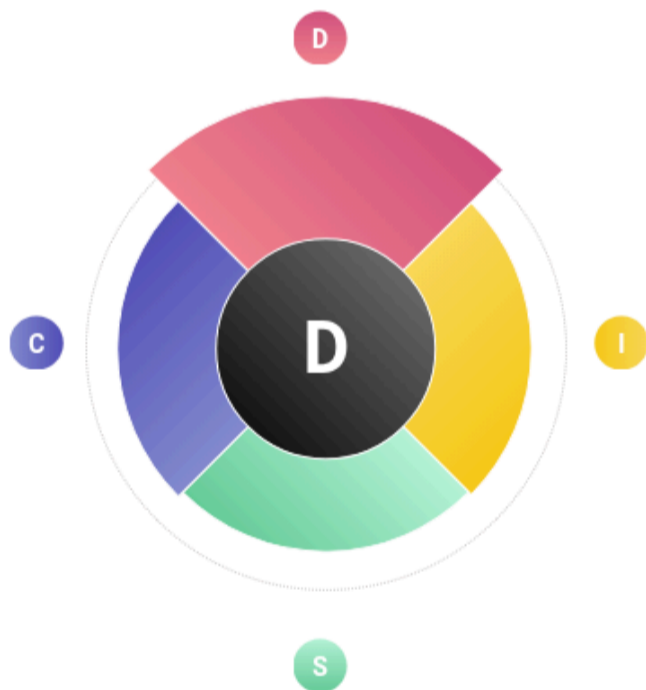
- *They do not shy away from taking risks, but can be quite binary about them.*

You And Naval

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Naval'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.