



NAVEEN KUMAR

Doer
DISC Type : sd

Founder and CEO at Truxt.ai
New York City Metropolitan Area, United States

Overview

Naveen Kumar is the Founder and CEO of Truxt. ai, a company focused on helping engineering leaders measure the ROI of AI-generated code. A seasoned leader with a background in technology consulting at Accenture, he specializes in AI, cloud-native technologies, and digital transformation. Colleagues describe him as detail-oriented with deep knowledge of system architecture.

He holds patents for systems that automate software testing processes, including one for automatically categorizing test cases based on their descriptions.

Personality Overview

Deliberate Doer

Risk-Accepting

Long-term Focused

They might take some time to make their mind up but once they do, they don't change it easily. Reading between the lines and seeing beyond your words comes naturally to them. They are very professional in their approach and can weigh multiple perspectives together.

Topics They Care About

AI ROI

His company, Truxt. ai, is focused on helping engineering leaders measure the value of AI-generated code through its Software Engineering Intelligence (SEI) Analytics platform.

Engineering Leadership

He tailors his professional messaging and company's value proposition directly to engineering leaders, addressing their need for measurable throughput and value from new technologies.

Cloud-Native Tech

He has a significant background in this area, having worked as a Cloud Native Cybersecurity Specialist and attended events like KubeCon.

System Architecture

Multiple recommendations praise his deep knowledge in system design and his key role in framing the foundational architecture for complex transformation programs.

Entrepreneurship

[Predicted] As the founder of a technology startup, he is likely passionate about the challenges and strategies involved in building a company from a blank page.

Customer Success

He held Principal Customer Success roles at both Code Climate and Armory, indicating a strong focus on ensuring clients achieve their desired outcomes with technology.



Media Appearances

Naveen has no verified media appearances

Work History

- 8-2023
Founder and CEO at Truxt.ai
- 3-2023 - 8-2023
Principal Customer Success at Code Climate
- 1-2021 - 3-2023
Principal Customer Success at Armory
- 3-2019 - 9-2020
Technology Consulting Manager at Accenture
- 1-2019 - 3-2019
Cloud Native Cybersecurity Specialist at Aqua Security

Education

- Bachelor's of Engineering from Visvesvaraya Technological University

More Information

Social Presence :



Prographics :

Exp : 6 Location : **New York City Metropolitan Area, United States** Job Level : **Leadership**

Designation : **Founder and CEO at Truxt.ai**

Insights For Selling To Naveen

👉 During A Call Or A Meeting

DO's

- Come across as a trustworthy professional and be respectful, they usually know their game
- Let them know of potential risks but suggest mitigation methods alongside
- Ask them at the end if they see a strong value prop in your product; expect an honest answer

DONT's

- Don't take their patience for granted, avoid long-winding sermons
- Avoid putting conscious effort into relationship-building
- Don't get into pricing discussions early on, steer conversation towards proven results

👉 When Cold Calling

Insights

Pattern Interrupt: A polite and formal approach, that doesn't sound over-friendly or too aggressive makes it hard for them to say no to you.

Pace: Slow down a little bit, especially if you are fast usually. Sound like a 'calming break from the day' person.

Tone: Keep your tone calm and soothing, as if you are giving a stranger advice on a critical matter.

Tactics To Win: Use of social proof, FOMO, repeating their name

Mistakes To Avoid: Strong words, over-confidence, informal language

Making The Ask: Formally, respectfully request their time. They find it quite hard to say no (Compared to Dominant or Calculative types for eg)

Subconscious Driver: They are change-averse by default. Hence a FOMO laden pitch can jolt them into action.

Script

Greeting: Good morning/evening Naveen, how are you? This is [user_fname] at [user_companynamewordstwowords].

Opener: You are of course busy, would it be ok for me to take 30 seconds of your time to explain why I have called today?

Introduction: My company has built an AI that predicts prospect's personality and behavior so that you can start building trust from the very first second that you meet them.

Ask: Naveen, companies like [abc], [xyz] have found it to be invaluable and adopted it already, it would be ok perhaps to put 15 minutes on your calendar to share why this could be valuable for you.

Close: If you are a morning person, then how does Tues or Wed look at [time]? And your email ID is [prospect_email]?

👉 When Writing An Email

Subject: To the point, formal

Example: Personalized sales funnel', '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: Formally state your ask

Example: Something like 'If you are available tomorrow, shall we discuss this?'

Complimentary Close: None or standard

Example: Something simple like 'Thanks', 'Regards', or nothing at all.

Tone of Words: Confident with a formal touch

Overall Messaging: Focused on output

Length of Mail: Short

Example: Maximum upto 100-120 words

👉 While Negotiating & Closing

The secret to closing fast with Naveen is

- *Strong proof of impact and their conviction will matter the most, but they wouldn't want to act unilaterally either*

Will you ever get a clear answer from Naveen

- *They will say no if they are not convinced but you will have to prompt them.*

Insights For Deal Planning

How Fast (Or Slow) Will Naveen Move?

- *They will want to understand things well but can move fast once they have a clear picture.*

Can Naveen Take Some Risk Or Not?

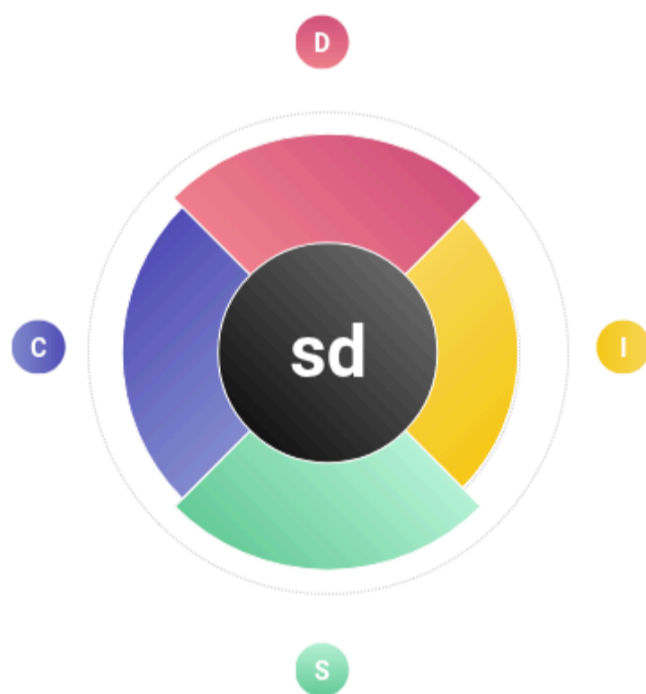
- *They have good risk tolerance but are likely to think it through once or twice.*

You And Naveen

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Naveen's Key Traits



STEADINESS

Steadiness(S) reflects the degree to which a person is likely to focus on cooperation, support and taking everyone along. Those scoring high tend to be consistent and calm, are excited about the opportunity to collaborate and partner and could sometimes be indecisive or overly accommodating.

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.