



NEA DHILLON

Sharpshooter
DISC Type : CD

Director, AI Technology & Delivery at Victoria University
Greater Melbourne Area, Australia

Overview

Nea Dhillon is a strategy and transformation leader with over 25 years of experience, currently serving as Director of AI Technology & Delivery at Victoria University. She specializes in leveraging Data & AI for business growth and has completed a Technology Leadership Program at UC Berkeley. Colleagues describe her as cooperative, knowledgeable, articulate, and gutsy.

She is passionate about inspiring young women to pursue STEM careers, speaking at events like Amazon Girls Tech Day. Her advice to students is to cultivate curiosity, collaboration, and courage. She is an active thought leader, participating in numerous AI-focused panels and conferences to discuss AI adoption and strategy.

Unique fact: Nea contributes to shaping national AI policy as a member of the Insurance Council of Australias AI Working Group, building ethical frameworks for AI deployments.

Personality Overview

ROI Driven

Thorough Evaluator

Precise But Practical

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

Topics They Care About

Responsible AI

Her work focuses on the ethical use of AI, including helping build frameworks for fairness and explainability as part of an industry working group.

AI Adoption

She leads AI adoption from policy to practice and consults on connecting companies with the right AI solutions to solve business problems.

Women in STEM

Passionate about encouraging young women to enter STEM, she speaks at events like Amazon Girls' Tech Day and is an ambassador for Women in Tech.

Data Sovereignty

She is a scheduled speaker at the Women in Tech Global Conference, where her session focuses on data sovereignty and its impact on AI architecture.

Generative AI

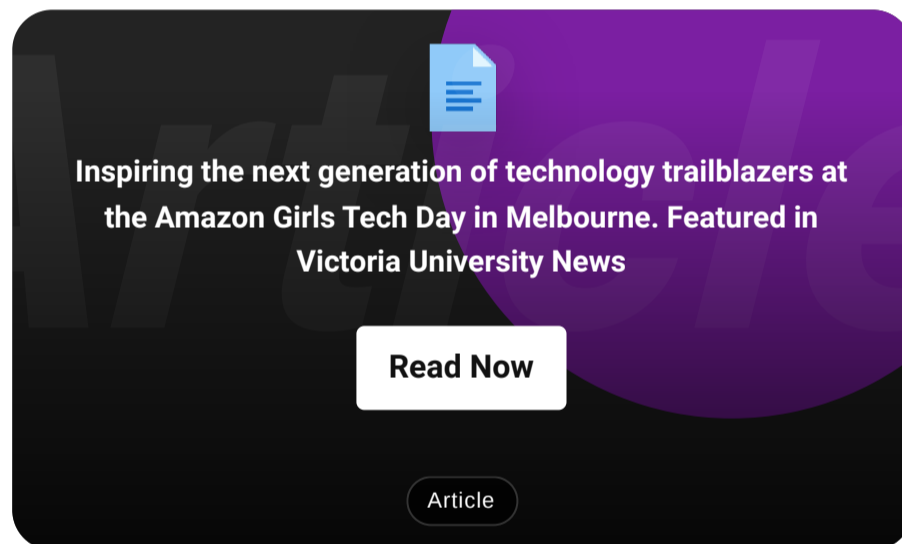
Her profile shows she is actively exploring the practical business implications and limitations of generative AI tools like Claude.

Continuous Learning

Engages in ongoing education, from learning about data centers to completing programs at UC Berkeley and RMIT, and encourages curiosity in others.



Media Appearances



Work History

- 12-2024
Director, AI Technology & Delivery at Victoria University
- 5-2023
Fractional AI Executive at Self-Employed
- 12-2017 - 11-2024
Strategy | Data and AI at Guild Group
- 10-2014 - 12-2017
Sales Operations at Guild Group
- 7-2012 - 9-2014
Program Manager Program Management Office at Guild Group

Education

- 8-2023 - 4-2024
Berkeley Technology Leadership Program from University of California, Berkeley, Haas School of Business
- Developing AI Strategy from RMIT University

More Information

Social Presence :



Prographics :

Exp : **24** Location : **Greater Melbourne Area, Australia** Job Level : **Mid-senior**

Designation : **Director, AI Technology & Delivery at Victoria University**

Insights For Selling To Nea

👉 During A Call Or A Meeting

DO's

- Make sure that you circle back fast on any action items, it wins their trust
- Speak about competitive differentiation that your product offers
- Objectively showcase the impact that your product creates

DONT's

- Do not back off when challenged, respond with a confident, objective answer instead
- Do not spend too much time focusing on product tech or features
- Don't focus on process and rules, give the impression of being a 'gets it done' person

👉 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: Nea, 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, measured

Example: Will this work?', '6.2% revenue impact' etc.

Salutation: No

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

Greeting: No

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

Tone of Words: Confident, direct

Overall Messaging: Focused on measurable results

Length of Mail: Very Short

Example: Less than 100 words

👉 While Negotiating & Closing

The secret to closing fast with Nea is

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

Will you ever get a clear answer from Nea

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

Insights For Deal Planning

How Fast (Or Slow) Will Nea Move?

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

Can Nea Take Some Risk Or Not?

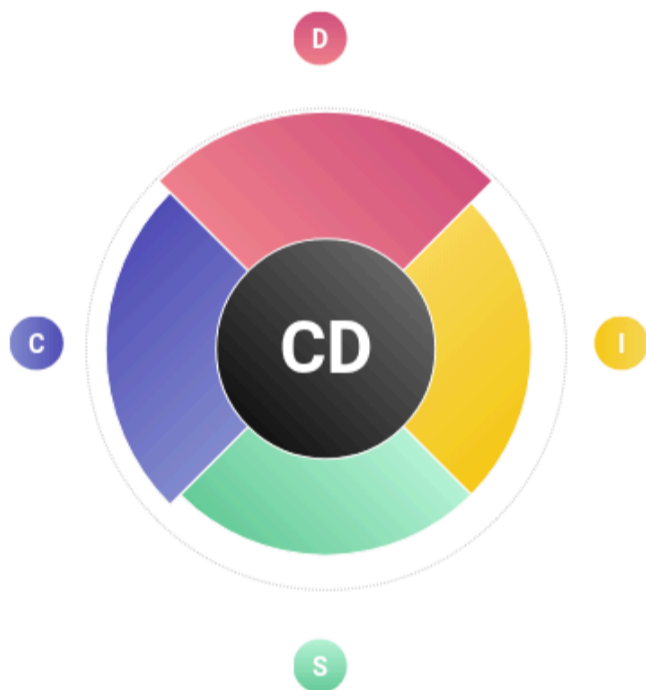
- *They do not shy away from taking risks, but can be quite binary about them.*

You And Nea

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Nea's Key Traits



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.

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.