



# NICHOLAS CHLAM

**Questioner**  
DISC Type : c

**Software Engineer at UDR - Opening Doors to your future**  
Denver, Colorado, United States

## Overview

Nicholas has no verified overview

### Personality Overview

**Systematic**

**Cautious & Analytical**

**Not Easily Convinced**

They prefer to do thorough analysis of any situation. They generally do not appreciate an overfriendly approach and prefer to stay to-the-point. While they don't hesitate to ask questions, they are generally risk-averse and tend to be late adopters.

### Topics They Care About

Nicholas has no verified topics they care about

## Media Appearances

Nicholas has no verified media appearances

## Work History

- 11-2020  
Software Engineer at UDR - Opening Doors to your future
- 12-2017 - 11-2020  
Division Director - Permanent Placement Services at Robert Half Technology
- 5-2017 - 12-2017  
Recruiting Manager at Robert Half Technology
- 5-2014 - 4-2017  
Recruiting Manager - Permanent Placement Services at Robert Half Technology
- 3-2011 - 5-2014  
Senior Recruiter Consulting Services at Robert Half Technology

## Education

- 2004 - 2008  
Information Technology from University of Cincinnati
- Education details unavailable from Cincinnati State Technical and Community College

## More Information

Social Presence :



Prographics :

Exp : 17 Location : **Denver, Colorado, United States** Job Level : **Mid-senior**

Designation : **Software Engineer at UDR - Opening Doors to your future**

## Insights For Selling To Nicholas

### 👉 During A Call Or A Meeting

#### DO's

- Keep some extra margin in hand as they will likely negotiate the pricing
- Emphasise more on facts and measurable benefits
- If you have a lower priced product compared to the competition, call out the same

#### DONT's

- Avoid rushing them, be polite and patient
- Don't overhype the product/pitch, keep it measured
- Avoid phrases like 'do not worry about', 'no one compares to' etc.

## 👉 When Cold Calling

### Insights

**Pattern Interrupt:** Speaking in a slightly hesitant manner, and seeking their permission at the start through a negation can get you a chance.

**Pace:** Speak slightly fast, especially if you tend to be calm and confident. Sound like a 'knows their domain' person.

**Tone:** Keep your tone slightly apprehensive, as if you are a little unsure about calling them.

**Tactics To Win:** Use of negations, giving full information

**Mistakes To Avoid:** Use of superlatives, overusing social proof

**Making The Ask:** Use negations, it is extra effective with them. It gives them a chance to say no, they like doing that.

**Subconscious Driver:** They believe they know a lot, so it needs to make sense as well as make them curious. They need to think that it is something worth investigation.

### Script

**Greeting:** Hi Nicholas, this is [user\_fname] at [user\_companynamewordstwowords].

**Opener:** You probably don't want to be on this cold call, would it be a problem if I asked for 30 seconds of your time?

**Introduction:** My company has leveraged 30+ years of research to build an AI that can predict anyone's personality, behavior and decision-making style before you even spend a minute with them.

**Ask:** Companies like [abc], [xyz] have been able to move [KPI1] by X% and [KPI2] by Y%. Would it be too much to put 15 minutes on your calendar to share why this could be high ROI for you?

**Close:** Can I suggest [time1] on [date1]? Or would you prefer any other slots? And [prospect\_email] would be the right email ID for you?

## 👉 When Writing An Email

**Subject:** Objective

*Example: Getting personalization right, '40% increase' etc.*

**Salutation:** Yes ( Something usual)

*Example: Use 'Hi' or only the first name*

**Greeting:** No

*Example: Skip lines like 'I hope you are doing well'*

**Emojis/GIFs:**

**Bullet Points:** Recommended

**Closing Line:** Logically summarize/ask

*Example: Something like 'If these points make sense, shall we speak tomorrow?'*

**Complimentary Close:** None or formal

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

**Tone of Words:** Objective, informational

**Overall Messaging:** Focused on allaying doubts and ROI

**Length of Mail:** Short

*Example: Ideally upto 100-120 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Nicholas is

- *Ensuring that the product delivers ROI, cost-effective pricing and process compliance are very important for them.*

Will you ever get a clear answer from Nicholas

- *It doesn't come naturally to them but they can say no if they are not convinced.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Nicholas Move?

- *If they have the information that they need, they can move fast at making their decisions.*

Can Nicholas Take Some Risk Or Not?

- *They can take some risk if they are confident that they have analyzed the circumstances well.*

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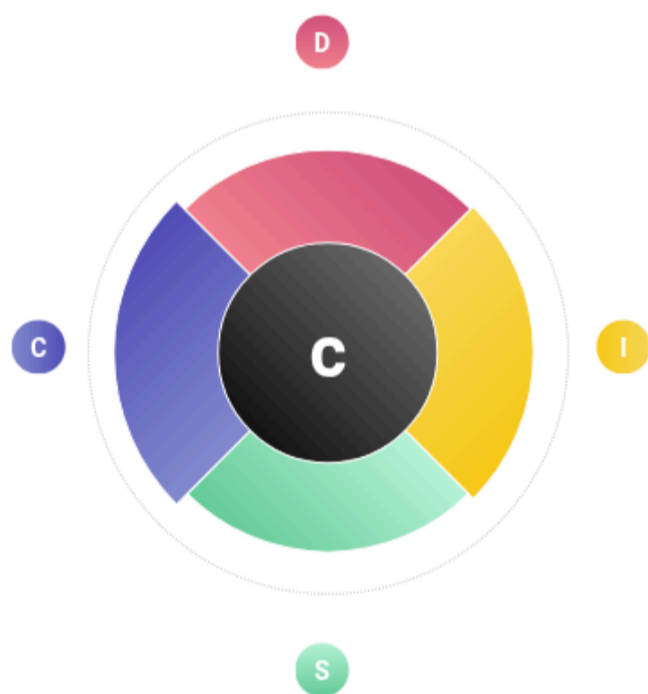
## You And Nicholas

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Nicholas'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.