



NICHOLAS RAMOS

Pioneer
DISC Type : Dsi

Business Development Associate at Accurate C&S Services, Inc
San Pablo, California, United States

Overview

Nicholas is a business development professional with a Masters degree in Marketing Intelligence from the University of San Francisco. He specializes in driving growth and building client relationships using data analysis and market research. Colleagues consistently describe him as helpful, supportive, and highly collaborative.

His volunteer work with a university food pantry to reduce food insecurity among students highlights a commitment to community well-being. He focuses on improving processes and collaborating with teams to achieve organizational goals and support his peers.

He consulted for an AI deepfake detection startup, leading its go-to-market strategy for the law enforcement and digital forensics sector.

Personality Overview

Decisive But Friendly **Friendly But Fast** **Dynamic But Sincere**

They combine a unique set of diverse traits where they are fast and friendly but can slow down to be thorough when needed. They have the unique ability to win both love and respect from their team (or outsiders). If they are convinced, they can become very strong champions for your product.

Topics They Care About

- Go-to-Market Strategy**
Led market intelligence and go-to-market strategy for an AI startup, analyzing funding sources, government budgets, and strategic partnership opportunities.
- Marketing Intelligence**
Holds a Master of Science in Marketing Intelligence, focusing on marketing analytics, consumer behavior, and using data to inform strategic decisions.
- Data-Driven Sales**

Utilizes SQL for data analysis and CRM tools like Salesforce to improve database accuracy and identify key account data for business development.

Mentorship & Collaboration

Praised in multiple recommendations for being a supportive mentor and an effective collaborator who contributes valuable insights and fresh perspectives to team projects.

Community Causes

Demonstrated a commitment to reducing food and financial insecurity by interning with his university's food pantry to improve operations and service delivery.

Golden State Warriors

[Predicted] Based on his graduate studies at the University of San Francisco, he may have an affinity for the local NBA team.



Media Appearances

Nicholas has no verified media appearances

Work History

- 7-2025
Business Development Associate at Accurate C&S Services, Inc
- 11-2024 - 12-2024
Consultant at Malloy Group
- 9-2024 - 5-2025
Business Development Intern at Jopari Solutions, Inc.
- 9-2022 - 3-2023
Research Assistant at BEDLab
- 12-2021 - 6-2022
Marketing Committee Member at UCR at Future Business Leaders of America, Inc. (FBLA)

Education

- 8-2024 - 7-2025
Master of Science - MS from University of San Francisco
- 10-2020 - 6-2024
Education details unavailable from University of California, Riverside

More Information

Social Presence :



Prographics :

Exp : 2 Location : **San Pablo, California, United States** Job Level : **N/A**

Designation : **Business Development Associate at Accurate C&S Services, Inc**

Insights For Selling To Nicholas

👉 During A Call Or A Meeting

DO's

- Keep your pitch focused on the impact but nurture the relationship too
- Use phrases like 'your decision will', 'you will impact' etc.
- Mostly stick to your standard pitch and qualifying script, but add some stories or anecdotes to it

DONT's

- Don't lean very heavily into providing too much information, sharing whitepapers etc.
- Don't be very informal during the early interactions even if they are being so themselves
- Don't hesitate from asking questions or pushing them, but take a formal approach

👉 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: Nicholas, 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, 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 Nicholas is

- *Nothing less than a strong combination of proof of results, relationship and high levels of professionalism is effective with them.*

Will you ever get a clear answer from Nicholas

- *They can say no while staying friendly, but can also be persuaded to reconsider*

Insights For Deal Planning

How Fast (Or Slow) Will Nicholas Move?

- *They are generally fast movers and can take quick decisions*

Can Nicholas Take Some Risk Or Not?

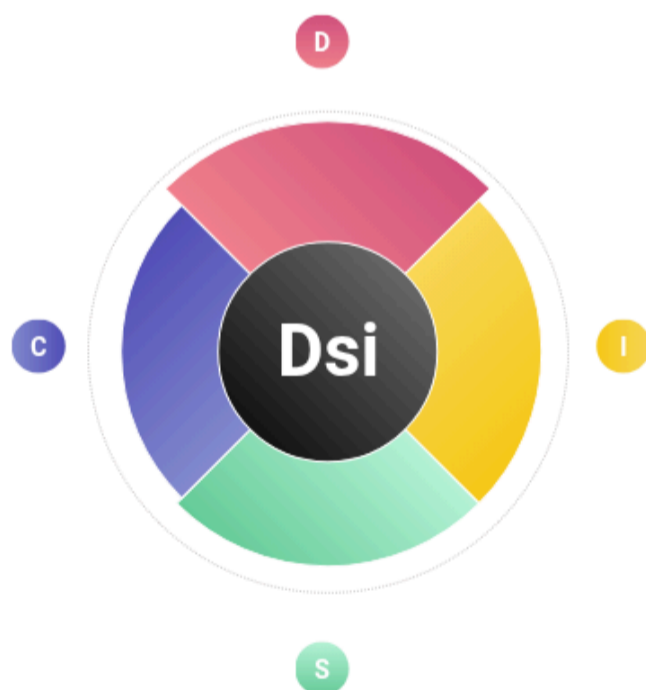
- *They have high risk-appetite but can get ahead of themselves once in a while. Observe carefully*

You And Nicholas

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Nicholas'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.

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.

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.