



NICK JOHNSON

Inquirer
DISC Type : cd

Senior Information Risk and Resilience Manager at Thomas Miller
London, England, United Kingdom

Overview

Nick is a Senior Risk and Governance Professional specializing in second-line oversight within the insurance sector. His experience spans roles at Thomas Miller, Aspen Insurance Group, and Deloitte UK. He holds an MA in Philosophy and is praised by colleagues for being dedicated, knowledgeable, and skilled.

Outside of his direct responsibilities, Nick demonstrates a strong commitment to continuous professional development. He dedicates personal time to staying current, evidenced by his recent certifications in AI security and executive cyber risk, as well as his interest in advanced risk quantification literature.

He holds a Master of Arts in Philosophy, an uncommon and insightful background for a cybersecurity and risk leader.

Personality Overview

Upfront **Hard To Convince** **ROI Conscious**

They care equally about the product and its potential impact. They don't always try to control the conversation but neither do they like yielding it fully. They respond well to confident salespeople.

Topics They Care About

Cyber Risk Quantification
He is trained in the FAIR methodology and recently read "From Heatmaps to Histograms," indicating a deep interest in quantifying and articulating cyber risk in financial terms.

AI in Security
Recently obtained a certification in the "Ultimate Guide to AI in Security Risk Management," showing he is actively focused on emerging technologies and their impact on risk.

Enterprise Risk Governance

His career is centered on building and managing enterprise risk frameworks, with a specific focus on second-line oversight and engaging with cross-functional stakeholders.

Continuous Learning

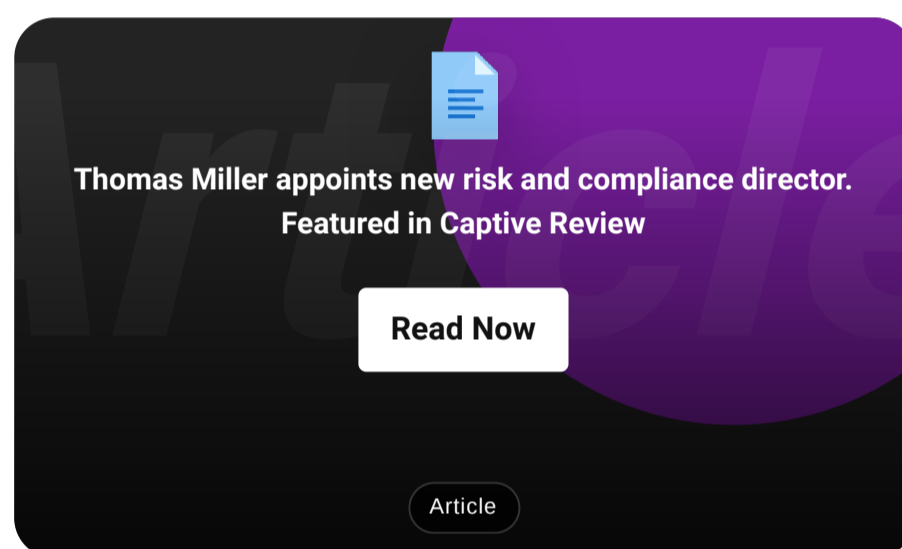
Proactively pursues new certifications and engages with complex industry literature in his personal time, highlighting a strong personal drive for self-improvement and knowledge.

Philosophy of Risk

[Predicted] His formal education in philosophy combined with his deep career in risk suggests an underlying interest in the ethical and foundational principles of risk management.



Media Appearances



Work History

- 7-2024
Senior Information Risk and Resilience Manager at Thomas Miller
- 9-2022 - 7-2024
Information Risk Lead at Aspen Insurance Group
- 4-2018 - 9-2022
Information Security Risk Manager at Deloitte UK
- 5-2013 - 10-2017
Information Security Consultant/ Delivery Manager at Vodafone
- 2-2012 - 2-2018
Information Security Consultant at Cartesian

Education

- 2012 - 2015
MA in Philosophy from The Open University
- 2009 - 2012
Bachelor of Arts (B.A.) from The Open University

More Information

Social Presence :



Prographics :

Exp : 29 Location : London, England, United Kingdom Job Level : Middle

Designation : Senior Information Risk and Resilience Manager at Thomas Miller

Insights For Selling To Nick

👉 During A Call Or A Meeting

DO's

- Tell them that you are there to help them create visible impact within their organization
- Highlight the competitive differentiation of your product
- Refer to testimonials from others in similar positions

DONT's

- Don't try too hard to get friendly, let it happen with time
- Do not give up if they are not convinced, try again with a different approach
- Don't expect them to change their mind quickly if they say no once

👉 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 Nick, this is [user_fname] at [user_companynamewithfirsttwowords].

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: 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 Nick is

- *Confidence in the product plays an important role, followed by powerful testimonials.*

Will you ever get a clear answer from Nick

- *They might hesitate a little, but they will say no if they are not convinced.*

Insights For Deal Planning

How Fast (Or Slow) Will Nick Move?

- *Their decision making speed is somewhere in the middle.*

Can Nick Take Some Risk Or Not?

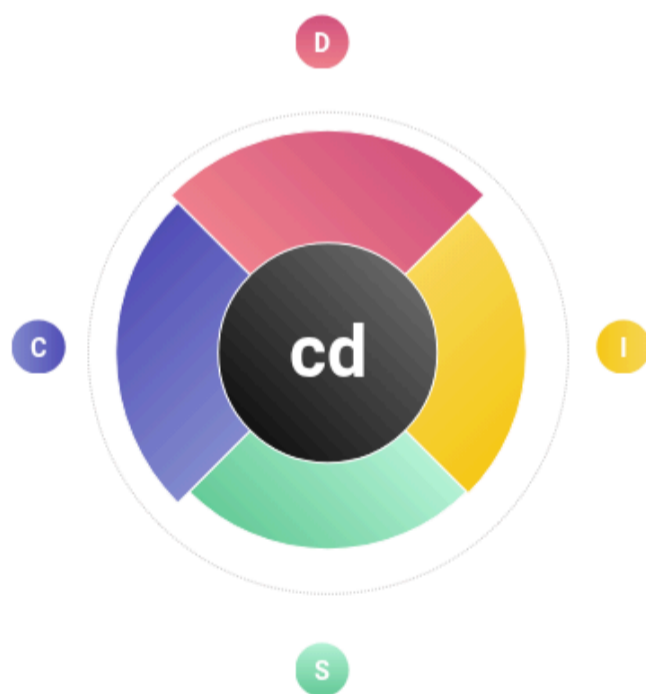
- *Once they have analyzed the pros and cons, they can take some risks.*

You And Nick

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Nick'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.