



NIKET SIRSI

Trailblazer
DISC Type : DI

VP of Product & Strategy at Monetate
Cupertino, California, United States

Overview

Niket has no verified overview

👤 Personality Overview

Achievement-Oriented **Assertive** **Friendly But Fast**

They are not against taking risks and can make tough decisions when required. A combination of speed and relationship gets the best response from them. They will fight for you if they come to believe in you.

👤 Topics They Care About

Niket has no verified topics they care about

Media Appearances

Niket has no verified media appearances

Work History

- 12-2025
VP of Product & Strategy at Monetate
- 10-2024 - 8-2025
CTPO / Founder at Self-employed
- 4-2021 - 8-2025
Director of Product Management at Crunchyroll
- 9-2016 - 3-2021
Senior Technical PM / Platform Product Manager at Twitch
- 7-2015 - 5-2016
Sr. Technical Program Manager at Cyanogen

Education

- 2006 - 2008
MBA from Rady School of Management, University of California San Diego
- 2000 - 2003
Bachelor's of Engineering from · University of Colorado

More Information

Social Presence :



Prographics :

Exp : 9 Location : **Cupertino, California, United States** Job Level : **Senior**

Designation : **VP of Product & Strategy at Monetate**

Insights For Selling To Niket

👉 During A Call Or A Meeting

DO's

- Ask them for a lunch or coffee once some rapport has been established
- Help them visualize the impact of their decision
- Give them control of the sales process

DONT's

- Don't hesitate from asking them how they truly feel about your product
- Don't make any commitments that you might not be able to fulfill
- Don't force involvement of other stakeholders unless it is critical

👉 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: Niket, 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: Exciting, direct

Example: John, quantum jump', 'Is it game over?' etc.

Salutation: No

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

Greeting: No (Or say something unique)

Example: Skip anything, or say something unique like 'What an exciting discussion it's been!'

Emojis/GIFs:

Bullet Points: Could use

Closing Line: Informally state your ask

Example: Something like 'John, if you are on, let's finalize tomorrow?'

Complimentary Close: Unique, casual

Example: Something like 'Looking forward!', 'To new beginnings!' etc.

Tone of Words: Informal, direct

Overall Messaging: Focused on personal achievement

Length of Mail: Short

Example: Ideally upto 100-120 words

👉 While Negotiating & Closing

The secret to closing fast with Niket is

- *Relationship and product conviction matter equally, followed by a sense of achievement.*

Will you ever get a clear answer from Niket

- *If they are not convinced, they will say no though in a friendly way.*

Insights For Deal Planning

How Fast (Or Slow) Will Niket Move?

- *They can reach decisions quickly if they develop trust and confidence in the product.*

Can Niket Take Some Risk Or Not?

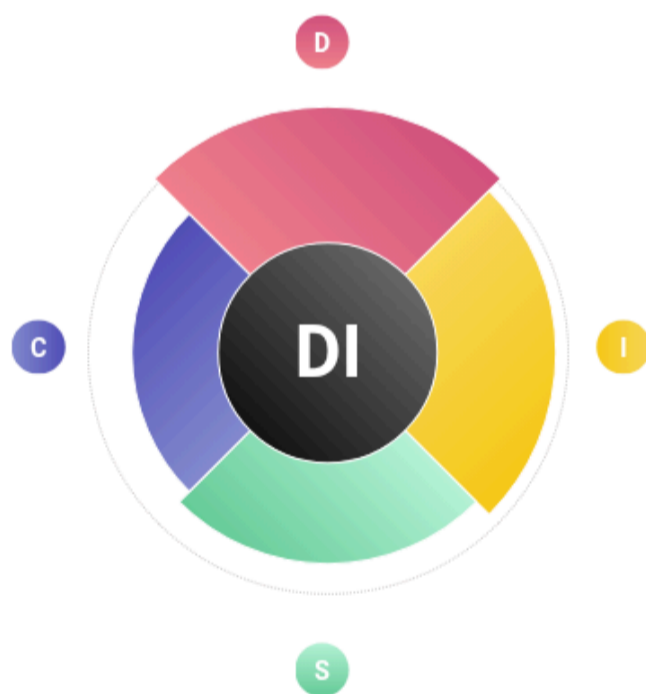
- *If necessary, they will be ready to take risks.*

You And Niket

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Niket'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.

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.