



## NIKHIL V

**Enthusiast**  
DISC Type : i

**Senior Gen AI Engineer at Yahoo**  
United States

### Overview

Nikhil is a Senior Gen AI Engineer at Yahoo, building enterprise AI systems. His background includes data science and AI/ML engineering roles at Bank of America, Nationwide, and Oracle. He holds a Bachelor of Engineering from Anna University Chennai and specializes in LLMs, RAG, and MLOps across cloud platforms.

His expertise covers the full technology stack, combining backend Java, frontend React, and advanced MLOps for comprehensive AI solutions.

### Personality Overview

**Non-Confrontational**

**Amiable & Agreeable**

**Optimistic**

They agree with others often, so exercise caution when relying on their word. They are more about building relationships than just cutting deals. Unlike D or C types, they are convinced more by stories and testimonials.

### Topics They Care About

#### **Enterprise AI Systems**

His headline and experience at Yahoo, Bank of America, and Oracle highlight a career focused on building AI solutions for large-scale enterprise environments.

#### **Generative AI**

His current role is "Senior Gen AI Engineer," and he lists specific expertise in modern generative AI technologies like LLMs, RAG, LangChain, and AI Agents.

#### **Cloud MLOps**

He emphasizes skills in operationalizing machine learning using Kubernetes and MLflow on major cloud platforms including AWS, Azure, and Databricks.

### Full-Stack AI

His profile shows a rare combination of skills across backend (Java, Spring Boot), frontend (React), and deep AI/ML, suggesting an interest in end-to-end product development.

### Financial Services Tech

[Predicted] His significant experience at Bank of America and Nationwide suggests a strong understanding of applying AI and data science within the finance and insurance sectors.



## Media Appearances

Nikhil has no verified media appearances

## Work History

- 9-2024  
Senior Gen AI Engineer at Yahoo
- 3-2022 - 8-2024  
Data Scientist - AI/ML Engineer at Bank of America
- 7-2020 - 2-2022  
Data Scientist at Nationwide
- 8-2018 - 6-2020  
Data Scientist at Oracle
- 10-2014 - 4-2018  
Data Scientist at Aditya Birla Fashion and Retail Ltd.

## Education

- Bachelor of Engineering - BE from Anna University Chennai

## More Information

### Social Presence :



### Prographics :

Exp : **10** Location : **United States** Job Level : **Middle** Designation : **Senior Gen AI Engineer at Yahoo**

## Insights For Selling To Nikhil

### 👉 During A Call Or A Meeting

#### DO's

- Invite them for a lunch or a drink/coffee
- Ask them how their day is going or exchange some other pleasantries
- Compliment them about their personality if you get a chance

#### DONT's

- Avoid overloading them with too much information
- Don't push them for a direct 'no', take lack of 'yes' as 'no' after some time
- Don't be critical or challenge them openly, they can react defensively

## 👉 When Cold Calling

### Insights

**Pattern Interrupt:** Informal style, where you are talking in a friendly & casual manner, with a big smile on makes them want to speak to you.

**Pace:** Don't be too fast or too slow, stay in the middle. Sound like a 'brings happiness to others' person.

**Tone:** Speak with high energy and in a personal manner, as if you have met a friend suddenly after a long time.

**Tactics To Win:** Giving social proof, personal rapport, usage of superlatives, repeating their name.

**Mistakes To Avoid:** Information overload, use of negations

**Making The Ask:** Use positivity and/or humor to make the ask. It appeals to them, as if you are bringing a cheer to their day. (Avoid doing this with Dominant or Calculative types)

**Subconscious Driver:** They are driven by emotion more than any other type. Hence a proposition that excites them will immediately get their attention.

### Script

**Greeting:** Hey Nikhil, [user\_fname] here at [user\_companynamewordstwowords] calling you this morning/evening!

**Opener:** Now I know how much people love cold calls, so how about 30 seconds to tell you what I have for you?

**Introduction:** We have built an AI that predicts exactly what will build a solid relationship with each prospect before you even spend a minute with them.

**Ask:** Nikhil, leaders just like you at companies like [abc], [xyz] have been blown away with what they have seen, why don't we put 15 minutes on your calendar to show you if what I am saying is actually real, yeah?

**Close:** So morning at around [time] next [tuesday], shall we say? And is it [prospect\_email]? Don't want to get that wrong you know!

## 👉 When Writing An Email

**Subject:** Personalized, catchy

*Example: John, is this interesting?', 'Increasing sales conversion, together!' etc.*

**Salutation:** Yes (Something casual)

*Example: Use 'Hi', 'Hey' etc. (along with the first name)*

**Greeting:** Yes (Say something interesting/unusual)

*Example: Use unusual lines, like 'This has been quite a week', 'What a game yesterday' etc.*

**Emojis/GIFs:**

**Bullet Points:** Avoid

**Closing Line:** Build excitement

*Example: Something like 'So John, lets get the ball rolling?'*

**Complimentary Close:** Unique, pleasant

*Example: Something like 'Excited!', 'To a great partnership!' etc.*

**Tone of Words:** Friendly, first-person

**Overall Messaging:** Focused on the person and relationship

**Length of Mail:** Long

*Example: Maximum upto 150 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Nikhil is

- *Relationships and rapport matter to them, but so does the value of the product.*

Will you ever get a clear answer from Nikhil

- *They probably won't say no directly.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Nikhil Move?

- *They are not the ones to make fast decisions, even while they stay committed.*

Can Nikhil Take Some Risk Or Not?

- *If it seems really necessary, they can take small risks.*

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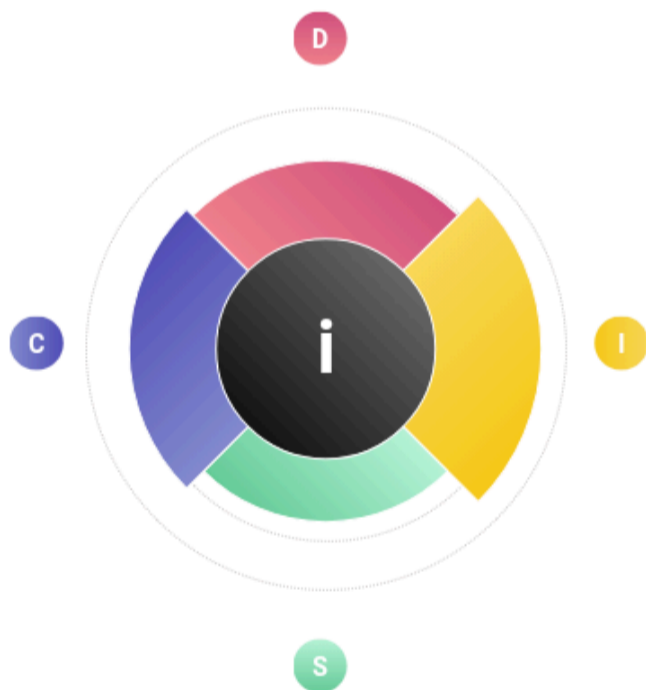
## You And Nikhil

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Nikhil's Key Traits



### 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.