



OLIVER AUSTIN

Go-getter
DISC Type : d

Head of Identity and Access Management at Enstar Group
Aylesbury, England, United Kingdom

Overview

Oliver is the Head of Identity and Access Management at Enstar Group, bringing over 24 years of IT experience. He is a proven leader in designing and delivering secure IAM and CIAM solutions for major financial and energy companies, with specialized expertise in secrets management and authentication technologies.

Based on his professional commentary, Oliver appears to have an appreciation for French culture, particularly its renowned wine and cheese. This suggests an interest in European travel and culinary experiences outside of his technical work.

He is actively exploring hybrid IAM models, specifically how emerging platforms like Clear Skye can integrate with established systems like SailPoint IIQ.

👍 Personality Overview

Vision Oriented **Decisive** **Fast-Paced**

They care equally about the product and its potential impact. They focus on objectivity in a pitch and pay little attention to bells and whistles. They respond well to confident salespeople.

👍 Topics They Care About

IAM Strategy
As Head of IAM, he is responsible for defining the overall strategy, roadmap, and policies to improve security posture and compliance at Enstar Group.

Non-Human Identity
Held specialized roles at HSBC and EDF focusing on secrets management and securing machine/workload identities using tools like HashiCorp Vault and AWS Secrets Manager.

IAM Tooling

Actively seeks expert opinions on specific IAM tools, including ManageEngine ADManager Plus and ServiceNow Clear Sky, to understand their capabilities and integration potential.

Stakeholder Engagement

His roles consistently involve driving engagement with business partners and leadership to align IAM systems with enterprise requirements and secure funding for improvements.

French Cuisine

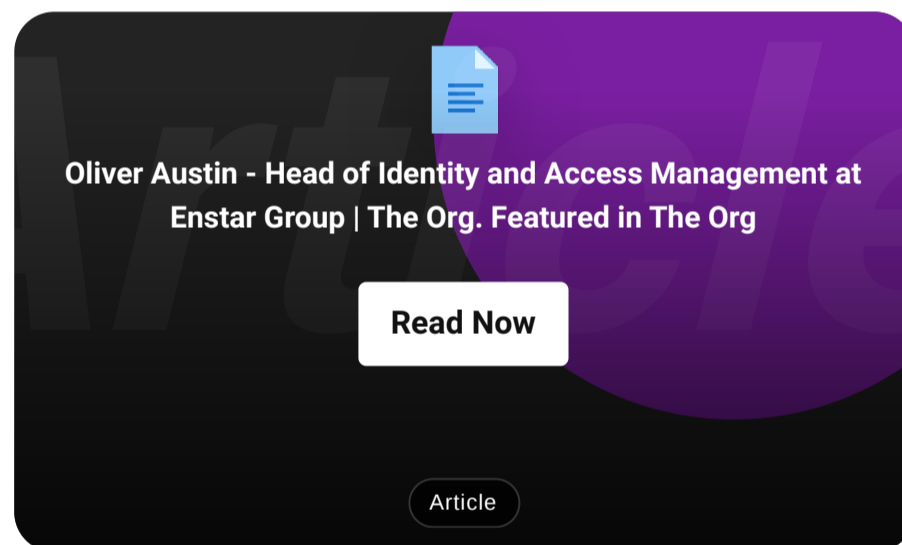
In a post encouraging others to apply for a role in France, he fondly mentioned the country's free-flowing wine and excellent cheese, indicating a personal appreciation.

Welsh Rugby

[Predicted] Having attended Swansea University, he likely follows Welsh rugby, a significant part of the local culture and a popular sport in the region.



Media Appearances



Work History

- 8-2025
Head of Identity and Access Management at Enstar Group
- 1-2025 - 6-2025
Solutions Architect - Non Human Identity / Machine / Workload Identity Secrets at EDF (UK)
- 8-2023 - 12-2024
Lead IAM Architect (My Access Portal) at HSBC
- 4-2023 - 8-2023
Lead Solutions Architect (Non-human Identity / Machine / Workload Identity Secrets) at HSBC
- 9-2022 - 2-2023
Authentication Chapter Lead at Metro Bank (UK)

Education

- 1996 - 2000
BSc Hons 2.1 from Swansea University / Prifysgol Abertawe

More Information

Social Presence :



Prographics :

Exp : 3 Location : **Aylesbury, England, United Kingdom** Job Level : **Mid-senior**

Designation : **Head of Identity and Access Management at Enstar Group**

Insights For Selling To Oliver

👉 During A Call Or A Meeting

DO's

- Ask them questions confidently while doing discovery, don't be apologetic
- Be crisp while making the pitch
- Highlight the competitive differentiation of your product

DONT's

- Don't expect them to change their mind quickly if they say no once
- Don't try to be an alpha salesperson, give them equal space
- Do not give up if they are not convinced, try again with a different 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: Oliver, 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

Example: Personalization', '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: 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: Skip 'Warm regards', 'Best wishes' etc., just write your name

Tone of Words: Confident, challenging

Overall Messaging: Focused on results

Length of Mail: Very Short

Example: Less than 75 words

👉 While Negotiating & Closing

The secret to closing fast with Oliver is

- *Belief in the product plays an important role, followed by objective proof and testimonials.*

Will you ever get a clear answer from Oliver

- *They may hesitate slightly, but if they are not convinced, they will say no.*

Insights For Deal Planning

How Fast (Or Slow) Will Oliver Move?

- *They are neither the fastest decision makers nor the slowest.*

Can Oliver Take Some Risk Or Not?

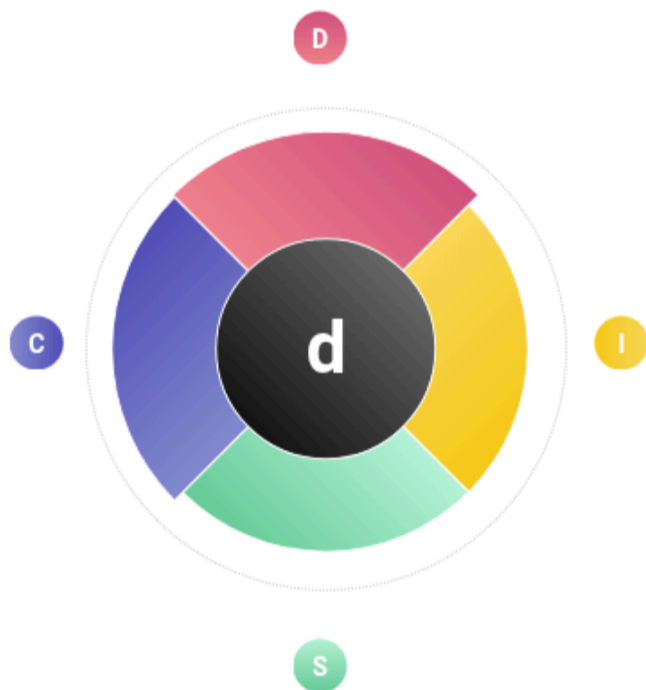
- *They can take risks only after they have analyzed the advantages and disadvantages.*

You And Oliver

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Oliver'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.