



PARITOSH JOSHI

Critic
DISC Type : C

Senior Manager at Astra Microwave Products Limited
Hyderabad, Telangana, India

Overview

Paritosh has no verified overview

👉 Personality Overview

Critic **ROI Driven** **Information Seeker**

They choose to analyze logically and value facts to emotions. Unless the value is proven by data, they are unlikely to value fancy features. It is very likely that they will negotiate pricing or other important terms.

👉 Topics They Care About

Paritosh has no verified topics they care about

Media Appearances

Paritosh has no verified media appearances

Work History

- 10-2020
Senior Manager at Astra Microwave Products Limited
- 7-2015 - 10-2020
Manager Marketing at Astra Microwave Products Limited
- 4-2012 - 7-2015
Deputy Manager - Marketing at Astra Microwave Products Limited
- 7-2007 - 3-2009
Manager Marketing & Operations at Meltek Infosystems Pvt. Ltd.
- 8-2000 - 1-2002
UPS Engineer at Aar Bee Enterprises

Education

- 2002 - 2006
Masters from University of Bridgeport
- 1994 - 1998
Bachelor of Engineering from Dr. D Y Patil College of Engineering

More Information

Social Presence :



Prographics :

Exp : 17 Location : **Hyderabad, Telangana, India** Job Level : **Middle**

Designation : **Senior Manager at Astra Microwave Products Limited**

Insights For Selling To Paritosh

👉 During A Call Or A Meeting

DO's

- Don't forget to mention how you compare to competition on both features and pricing
- Tell them what ROI they can expect
- Be ready to answer many clarity-seeking questions and requests for information

DONT's

- Don't give superficial answers, they are easily rattled by them
- Avoid phrases like 'trust me', 'others just love' etc.
- Make extra effort to not seem pushy or confrontational

👉 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 Paritosh, this is [user_fname] at [user_companynamewordstwowords].

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: Objective

Example: Getting personalization right, '40% increase' etc.

Salutation: Yes (Something usual)

Example: Use 'Hi' or only the first name

Greeting: No

Example: Skip lines like 'I hope you are doing well'

Emojis/GIFs:

Bullet Points: Recommended

Closing Line: Logically summarize/ask

Example: Something like 'If these points make sense, shall we speak tomorrow?'

Complimentary Close: None or formal

Example: Something simple like 'Thanks', or nothing at all.

Tone of Words: Objective, informational

Overall Messaging: Focused on allaying doubts and ROI

Length of Mail: Short

Example: Ideally upto 100-120 words

👉 While Negotiating & Closing

The secret to closing fast with Paritosh is

- *Proven ROI, pricing and objective proof points are the factors that sway their decision.*

Will you ever get a clear answer from Paritosh

- *They are comfortable saying no if they are convinced that it is the correct decision.*

Insights For Deal Planning

How Fast (Or Slow) Will Paritosh Move?

- *Their decision-making is neither very fast nor very slow, they are somewhere in between.*

Can Paritosh Take Some Risk Or Not?

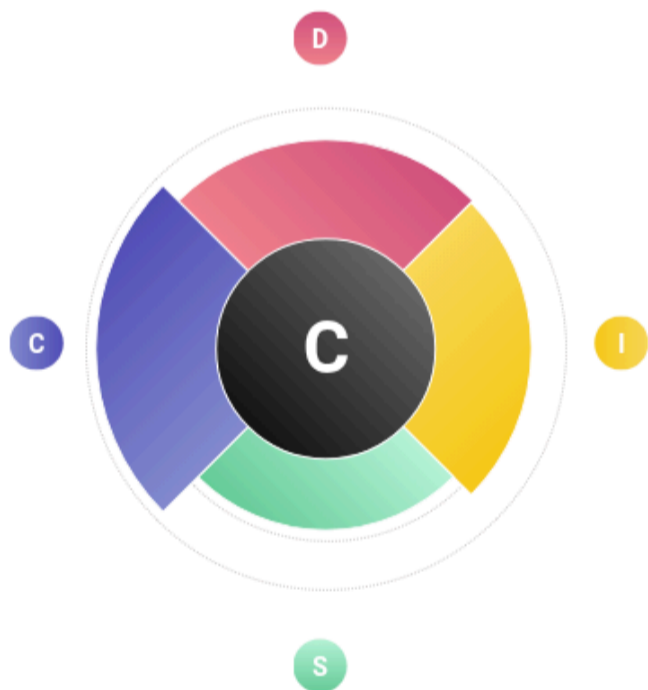
- *They can take risks if their analysis shows that it would be worth it.*

You And Paritosh

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Paritosh'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.