



PATRICK OKUMAH

Energizer
DISC Type : I

Risk Advisor at Phillips 66
Houston, Texas, United States

Overview

Patrick has no verified overview

Personality Overview

Informal

Full Of Energy

Believer

Unlike C or D types, they are vocal with their opinions but not so much with their questions. They are really good at seeing what the long-term impacts of their decisions could be. They are friendly, approachable and love to make new connections.

Topics They Care About

Patrick has no verified topics they care about

Media Appearances

Patrick has no verified media appearances

Work History

- 10-2025
Risk Advisor at Phillips 66
- 12-2023 - 1-2026
Sr Risk Analyst at Phillips 66
- 2-2023 - 12-2023
Sr. Business Intelligence at Geisinger
- 10-2021 - 2-2023
Financial Systems Manager at Affirm
- 11-2015 - 10-2021
Sr Risk Analyst at NRG Energy

Education

- 2004 - 2006
MBA from Bellevue University

More Information

Social Presence :



Prographics :

Exp : 10 Location : **Houston, Texas, United States** Job Level : **N/A** Designation : **Risk Advisor at Phillips 66**

Insights For Selling To Patrick

👉 During A Call Or A Meeting

DO's

- Use adjectives like 'amazing', 'coolest', 'unbelievable' etc.
- Talk about their team and how your product will help them do things better and easier
- Share some stories about how you you have helped people in similar positions succeed

DONT's

- Avoid ifs and buts, don't talk too much about the risks etc.
- Don't be too formal, focus on building comfort and trust
- Don't assume a yes just because they have not said no

👉 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 Patrick, [user_fname] here at [user_companynamewithfirsttwowords] 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: Patrick, 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 Patrick is

- *Relationship and rapport can play an important role, sometimes more than the other factors.*

Will you ever get a clear answer from Patrick

- *They will probably never say no directly, you have to make that decision yourself.*

Insights For Deal Planning

How Fast (Or Slow) Will Patrick Move?

- *They are not the quickest decision makers, their friendly attitude could be misleading.*

Can Patrick Take Some Risk Or Not?

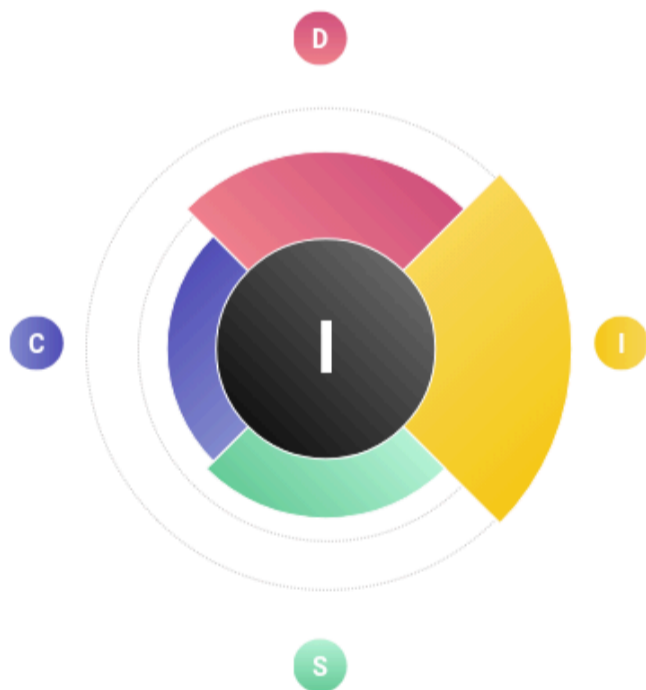
- *They can take certain risks that are unlikely to have personal consequences.*

You And Patrick

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Patrick'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.