



PATRICK SERVINO

Pioneer
DISC Type : DSi

Program Leader, Global Supply Chain Operations Benchmarking & Intelligence at Intel Corporation
Greater Phoenix Area, United States

Overview

Patrick has no verified overview

Personality Overview

Friendly But Fast

Driven But Considerate

Dynamic But Sincere

They have the unique ability to win both love and respect from their team (or outsiders) If they are convinced, they can become very strong champions for your product They combine a unique set of diverse traits where they are fast and friendly but can slow down to be thorough when needed

Topics They Care About

Patrick has no verified topics they care about

Media Appearances

Patrick has no verified media appearances

Work History

- 9-2021
Program Leader, Global Supply Chain Operations Benchmarking & Intelligence at Intel Corporation
- 4-2017 - 10-2020
Senior Director, Global Supply Management at Sanmina
- 6-2015 - 4-2017
Senior Director, Partnerships & Alliances at Sanmina
- 6-2014 - 6-2015
Director, Market Development at Avnet
- 11-2013 - 6-2014
Director, Strategy Acceleration at Avnet

Education

- 1991 - 1995
BA from University of San Francisco
- 1994 - 1994
Study Abroad Program from University of Oxford

More Information

Social Presence :



Prographics :

Exp : 28 Location : **Greater Phoenix Area, United States** Job Level : **Senior**

Designation : **Program Leader, Global Supply Chain Operations Benchmarking & Intelligence at Intel Corporation**

Insights For Selling To Patrick

👉 During A Call Or A Meeting

DO's

- Use phrases like 'your decision will', 'you will impact' etc.
- During followups, use calls or text if needed, they should be fine
- Keep your pitch focused on the impact but nurture the relationship too

DONT's

- Don't hesitate from asking questions or pushing them, but take a formal approach
- Don't be very informal during the early interactions even if they are being so themselves
- Avoid focusing only on the product or its ROI, keep building trust subtly

👉 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: Patrick, 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, formal

Example: Personalized sales funnel', '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: Formally state your ask

Example: Something like 'If you are available tomorrow, shall we discuss this?'

Complimentary Close: None or standard

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

Tone of Words: Confident with a formal touch

Overall Messaging: Focused on output

Length of Mail: Short

Example: Maximum upto 100-120 words

👉 While Negotiating & Closing

The secret to closing fast with Patrick is

- *Nothing less than a strong combination of proof of results, relationship and high levels of professionalism is effective with them.*

Will you ever get a clear answer from Patrick

- *They can say no while staying friendly, but can also be persuaded to reconsider*

Insights For Deal Planning

How Fast (Or Slow) Will Patrick Move?

- *They are generally fast movers and can take quick decisions*

Can Patrick Take Some Risk Or Not?

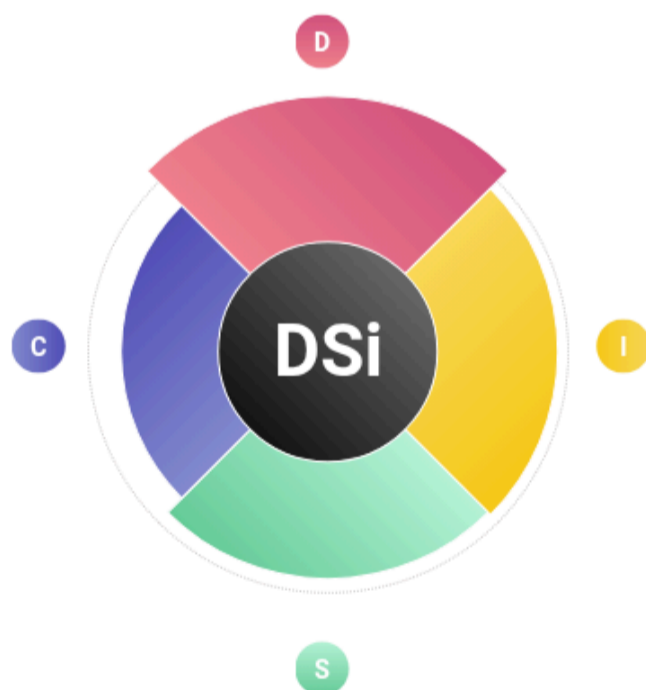
- *They have high risk-appetite but can get ahead of themselves once in a while. Observe carefully*

You And Patrick

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Patrick'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.

STEADINESS

Steadiness(S) reflects the degree to which a person is likely to focus on cooperation, support and taking everyone along. Those scoring high tend to be consistent and calm, are excited about the opportunity to collaborate and partner and could sometimes be indecisive or overly accommodating.

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.