



PAUL CARNATHAN

Enthusiast
DISC Type : i

Area Business Manager at Werfen North America
Atlanta, Georgia, United States

Overview

Paul has no verified overview

Personality Overview

Non-Confrontational

Optimistic

Consensus Focused

They are more about building relationships than just cutting deals. Unlike D or C types, they are convinced more by stories and testimonials. They tend to be agreeable by nature, so take their promises with a pinch of salt.

Topics They Care About

Paul has no verified topics they care about

Media Appearances

Paul has no verified media appearances

Work History

- 2-2024
Area Business Manager at Werfen North America
- 4-2023 - 2-2024
Regional Manager, Cell Analysis & Flow Cytometry, Eastern North America at Miltenyi Biotec
- 4-2021 - 4-2023
Sr. Area Sales Manager – Primary Care Diagnostics/Distribution at Beckman Coulter Diagnostics
- 2018 - 4-2021
Area Sales Manager, Primary Care Diagnostics (PCD), East at Beckman Coulter Diagnostics
- 1-2017 - 4-2018

Education

- 1997 - 2000
BS from University of Colorado Boulder
- 10-2016 - 11-2017
Credential of Readiness from Harvard Business School Online

Senior Sales Representative; Account Sales
Consultant, Primary Care Diagnostics at Beckman
Coulter Diagnostics

More Information

Social Presence :



Prographics :

Exp : **23** Location : **Atlanta, Georgia, United States** Job Level : **Middle**

Designation : **Area Business Manager at Werfen North America**

Insights For Selling To Paul

👉 During A Call Or A Meeting

DO's

- Give them the opportunity to lead the conversation where possible
- Speak from experience about success that the product has seen with other customers
- Compliment them about their personality if you get a chance

DONT's

- Don't be excessively objective, be like a storyteller with them
- Don't be too formal with them, they trust informality more
- 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 Paul, [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: Paul, 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 Paul is

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

Will you ever get a clear answer from Paul

- *They are unlikely to say no directly.*

Insights For Deal Planning

How Fast (Or Slow) Will Paul Move?

- *They are not very fast decision makers, even while they continue to stay engaged.*

Can Paul Take Some Risk Or Not?

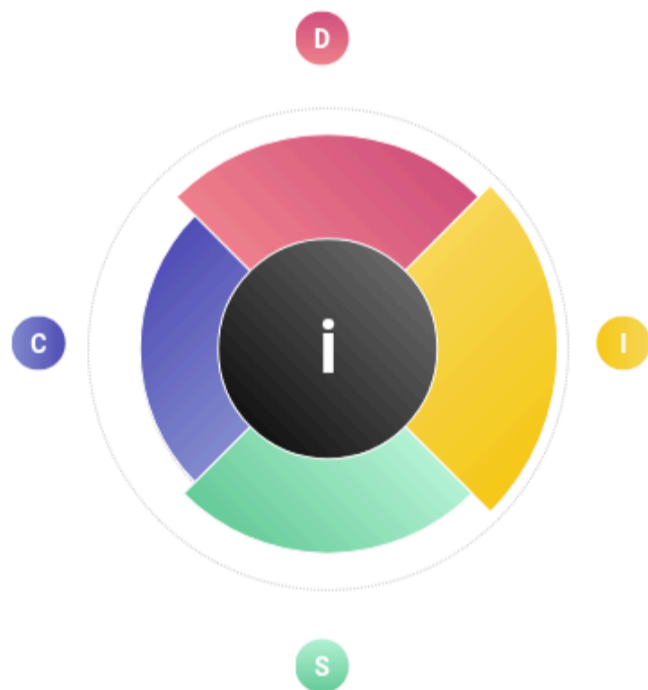
- *If it seems really necessary, they can take small risks.*

You And Paul

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Paul'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.