



PAUL STOUFFER

Inquirer
DISC Type : dc

Chief Executive Officer at Analytic Stress Relieving LLC
Houston, Texas, United States

Overview

Paul has no verified overview

Personality Overview

Judgemental **Demanding** **Hard To Convince**

They can be nudged to make faster decisions by offering what they value. They focus on objectivity in a pitch and pay little attention to bells and whistles. They don't always try to control the conversation but neither do they like yielding it fully.

Topics They Care About

Paul has no verified topics they care about

Media Appearances

Paul has no verified media appearances

Work History

- 12-2025
Chief Executive Officer at Analytic Stress Relieving LLC
- 5-2025 - 12-2025
President and Chief Operating Officer at Universal Plant Services
- 7-2024 - 12-2025
President at Universal Plant Services
- 5-2023 - 12-2025
President, Rotating Equipment Segment at Universal Plant Services
- 5-2016 - 7-2024
Vice President of Strategy and Corporate Development at Jones Industrial Holdings, Inc.

Education

- 2010 - 2012
MBA from Harvard Business School
- 6-2005 - 7-2006
Nuclear Engineering from Nuclear Power School - Naval Nuclear Power Training Command (NNPTC)

More Information

Social Presence :



Prographics :

Exp : **13** Location : **Houston, Texas, United States** Job Level : **Leadership**

Designation : **Chief Executive Officer at Analytic Stress Relieving LLC**

Insights For Selling To Paul

👉 During A Call Or A Meeting

DO's

- Make sure that you respond to any queries from them quickly
- Be crisp while making the pitch
- Get to the point quickly instead of spending too much time on pleasantries

DONT's

- Don't try too hard to get friendly, let it happen with time
- Refrain from asking too many questions
- Don't expect them to change their mind quickly if they say no once

👉 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: Paul, 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, measured

Example: Will this work?', '6.2% revenue impact' etc.

Salutation: No

Example: Skip 'Hi', 'Hey' etc., use only the first name

Greeting: No

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

Tone of Words: Confident, direct

Overall Messaging: Focused on measurable results

Length of Mail: Very Short

Example: Less than 100 words

👉 While Negotiating & Closing

The secret to closing fast with Paul is

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

Will you ever get a clear answer from Paul

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

Insights For Deal Planning

How Fast (Or Slow) Will Paul Move?

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

Can Paul Take Some Risk Or Not?

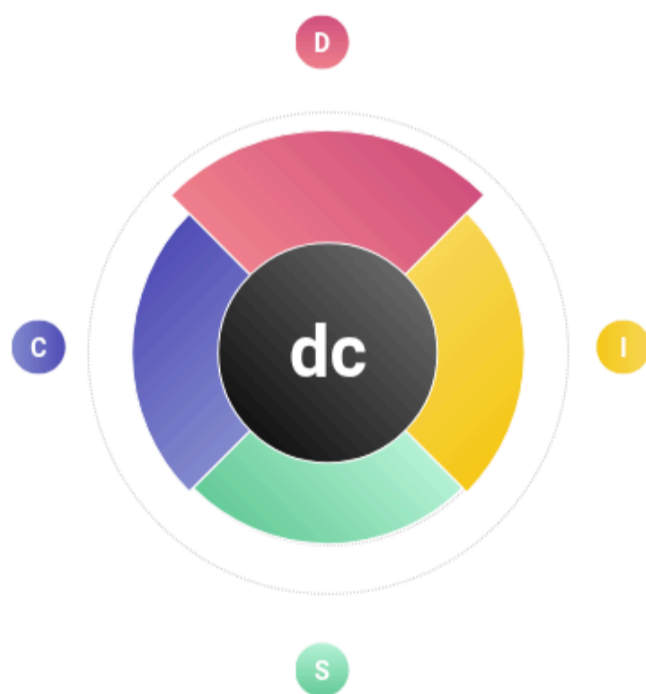
- *They can take risks only after they have analyzed the advantages and disadvantages.*

You And Paul

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Paul'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.

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.