



## PAVAN N

**Collaborator**

DISC Type : si

**Partnership lead at Sculp Synergies**

Hyderabad, Telangana, India

### Overview

Pavan N is a growth leader specializing in B2B technology, serving as Head of Growth at Sundew and Partnership Lead at Sculp Synergies. With a commerce degree from Badruka College, he focuses on the insurance and healthcare sectors, using data-driven, account-based outreach to deliver qualified appointments and drive expansion.

He believes in making growth feel simple and real by turning complex data into clear, actionable insights that help teams and businesses move forward with confidence.

### Personality Overview

**Fair-minded**

**Good Listener**

**Consensus Builder**

Scenarios where both sides can come out as winners appeal to them greatly. Unlike D or C types, they are calm as well as friendly and can give the impression of being more receptive than they actually are. They are more likely to opt for solutions that are proven in the market.

### Topics They Care About

#### **B2B Tech Growth**

His career is centered on scaling B2B tech companies through go-to-market strategies and intelligent, human-led outreach.

#### **Data-Driven Strategy**

He focuses on turning data into simple insights, utilizing tools like SAP analytics to build confidence and drive decisions.

#### **Strategic Partnerships**

A core part of his experience involves identifying and nurturing key industry relationships to create long-term growth and new opportunities.

#### **Healthcare & Insurance Tech**

His work at Sundew and CloudWave shows a specific focus on driving expansion and ensuring compliance in these sectors.

### Collaborative Leadership

[Predicted] His professional descriptions suggest a focus on mentoring sales teams and transforming how they work through a collaborative approach.



## Media Appearances

Pavan has no verified media appearances

## Work History

- 11-2025  
Partnership lead at Sculp Synergies
- 2-2024 - 2-2025  
Head of Growth at Sundew
- 1-2022 - 2-2024  
Senior Growth Strategy Lead at DataBridge Solutions
- 6-2020 - 1-2022  
Strategic Partnerships Manager at CloudWave, Healthcare IT Solutions
- 4-2018 - 5-2020  
Account Executive at Tata Consultancy Services

## Education

- 1-2015 - 6-2017  
B.com from Badruka College Of Commerce

## More Information

### Social Presence :



### Prographics :

Exp : 7    Location : **Hyderabad, Telangana, India**    Job Level : **Middle**    Designation : **Partnership lead at Sculp Synergies**

## Insights For Selling To Pavan

### 👉 During A Call Or A Meeting

#### DO's

- Show genuine interest in solving their problems
- Summarize the key points at the end of the conversation
- When asking them questions, sound relatable and informal

#### DONT's

- Don't give the impression of being unproven or risky
- Don't push them to make decisions very fast, let them take their time
- Don't ask too many questions that sound too dry and objective

## 👉 When Cold Calling

### Insights

**Pattern Interrupt:** A polite and formal approach, that doesn't sound over-friendly or too aggressive makes it hard for them to say no to you.

**Pace:** Slow down a little bit, especially if you are fast usually. Sound like a 'calming break from the day' person.

**Tone:** Keep your tone calm and soothing, as if you are giving a stranger advice on a critical matter.

**Tactics To Win:** Use of social proof, FOMO, repeating their name

**Mistakes To Avoid:** Strong words, over-confidence, informal language

**Making The Ask:** Formally, respectfully request their time. They find it quite hard to say no (Compared to Dominant or Calculative types for eg)

**Subconscious Driver:** They are change-averse by default. Hence a FOMO laden pitch can jolt them into action.

### Script

**Greeting:** Good morning/evening Pavan, how are you? This is [user\_fname] at [user\_companynamewordstwowords].

**Opener:** You are of course busy, would it be ok for me to take 30 seconds of your time to explain why I have called today?

**Introduction:** My company has built an AI that predicts prospect's personality and behavior so that you can start building trust from the very first second that you meet them.

**Ask:** Pavan, companies like [abc], [xyz] have found it to be invaluable and adopted it already, it would be ok perhaps to put 15 minutes on your calendar to share why this could be valuable for you.

**Close:** If you are a morning person, then how does Tues or Wed look at [time]? And your email ID is [prospect\_email]?

## 👉 When Writing An Email

**Subject:** Personalized, clear

*Example: John, let's close this tomorrow?', 'You will get this!' etc.*

**Salutation:** Yes (Something formal)

*Example: Use 'Hi', 'Hello' etc. (along with the first name)*

**Greeting:** Yes (Say something usual)

*Example: Say something usual and friendly, like 'It's a real pleasure'*

**Emojis/GIFs:**

**Bullet Points:** Avoid

**Closing Line:** Close on a positive note

*Example: Something like 'I am excited to discuss this tomorrow, does 11 am work well?'*

**Complimentary Close:** Unique, pleasant

*Example: Something like 'Looking forward!', 'To new beginnings!' etc.*

**Tone of Words:** Friendly, exciting

**Overall Messaging:** Focused on social proof

**Length of Mail:** Medium

*Example: Ideally upto 130-150 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Pavan is

- *Relationships can sway their decisions, followed by the low risk and the presence of good evidence.*

Will you ever get a clear answer from Pavan

- *They are diplomatic when needed and rarely say no directly.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Pavan Move?

- *Even if they are engaged and friendly, they can take their time to make decisions.*

Can Pavan Take Some Risk Or Not?

- *They probably won't put a lot at risk.*

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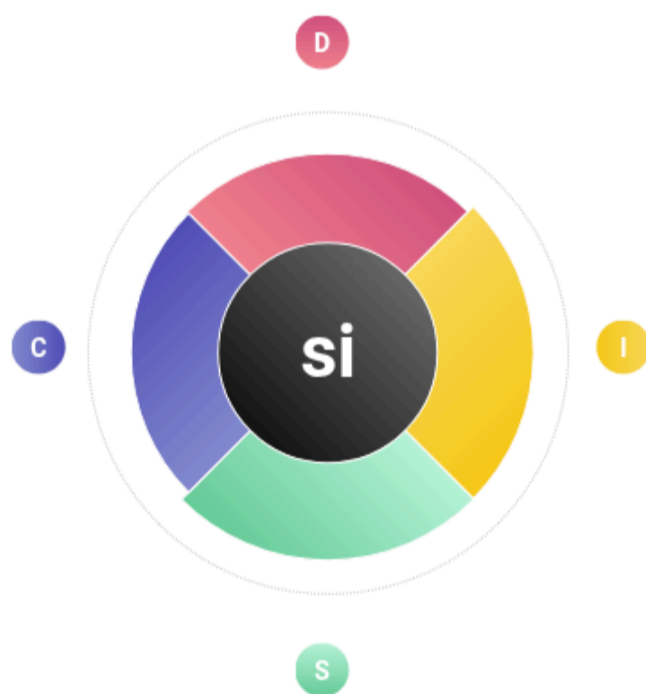
## You And Pavan

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Pavan's Key Traits



### 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.