



# PETER CLARKE

**Inspirer**  
DISC Type : di

**Chief Operating Officer at Carnival Cruise Line**  
Miami, Florida, United States

## Overview

Peter has no verified overview

### Personality Overview

**Achievement Oriented**   **Decisive**   **Fast Adopter**

They measure a product on its merit but can be influenced by strong testimonials. They respond well to objective pitches but also attach some value to relationships. They don't mind taking a stand if they believe in something.

### Topics They Care About

Peter has no verified topics they care about

## Media Appearances

Peter has no verified media appearances

## Work History

- 11-2024  
Chief Operating Officer at Carnival Cruise Line
- 3-2023 - 11-2024  
Vice President of Luxury and Lifestyle Hotel Operations USA at InterContinental® Hotels & Resorts
- 3-2020 - 11-2024  
Vice President Of Operations and Head of Company Managed Hotels (CMH) USA at IHG Hotels & Resorts
- 3-2020 - 1-2023  
Vice President of Operations CMH USA and Canada at IHG Hotels & Resorts
- 3-2018 - 4-2020

## Education

- 1990 - 1993  
Hotel and Catering from Technological University Dublin
- Education details unavailable from De La Salle Dundalk

Vice President of Operations - West Coast USA at  
IHG Hotels & Resorts

## More Information

### Social Presence :



### Prographics :

Exp : **32** Location : **Miami, Florida, United States** Job Level : **Leadership**

Designation : **Chief Operating Officer at Carnival Cruise Line**

## Insights For Selling To Peter

### 👉 During A Call Or A Meeting

#### DO's

- Get them to a point where they are ready to bat for your product internally
- Focus on the big picture and the strategic value of your product
- Refer to testimonials from well known people to highlight the value of your product

#### DONT's

- Don't be very informal even if they are being so themselves
- Don't be unorganized, be prepared for the pitch
- Don't keep repeating the same information, it could make them impatient

## 👉 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:** Peter, 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:** Exciting, direct

*Example: John, quantum jump', 'Is it game over?' etc.*

**Salutation:** No

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

**Greeting:** No (Or say something unique)

*Example: Skip anything, or say something unique like 'What an exciting discussion it's been!'*

**Emojis/GIFs:**

**Bullet Points:** Could use

**Closing Line:** Informally state your ask

*Example: Something like 'John, if you are on, let's finalize tomorrow?'*

**Complimentary Close:** Unique, casual

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

**Tone of Words:** Informal, direct

**Overall Messaging:** Focused on personal achievement

**Length of Mail:** Short

*Example: Ideally upto 100-120 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Peter is

- *Belief in the value of the product, relationship and a sense of accomplishment matter the most.*

Will you ever get a clear answer from Peter

- *They are not shy of saying no if they do not develop trust in your product.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Peter Move?

- *They can take fast decisions if they develop conviction in the product and find you trustworthy.*

Can Peter Take Some Risk Or Not?

- *They have the capability of taking risky decisions if necessary.*

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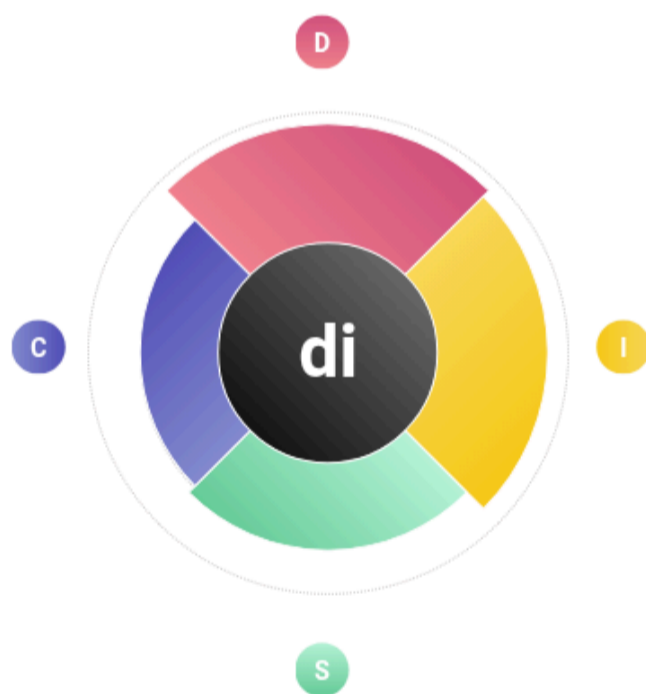
## You And Peter

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Peter'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.

### **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.