



PHILIPPE BEAUDETTE

Trailblazer
DISC Type : DI

Senior Vice President, Community at Stack Overflow
Tulsa, Oklahoma, United States

Overview

Philippe has no verified overview

👉 Personality Overview

Friendly But Fast **Values Relationships** **Persuasive**

They respond better to a combination of speed and relationship. They are charming and have the ability to align others behind their decisions. They like to keep things under control.

👉 Topics They Care About

Philippe has no verified topics they care about

Media Appearances

Philippe has no verified media appearances

Work History

- 4-2025
Senior Vice President, Community at Stack Overflow
- 7-2021 - 4-2025
Vice President of Community at Stack Overflow
- 3-2021 - 6-2021
Staff Community Manager (Trust & Safety) at Stack Overflow
- 4-2019 - 3-2020
Senior Manager, Community Strategy at VIPKid
- 5-2018 - 1-2019
Head of Community at Refereum

Education

Philippe has no verified education history

More Information

Social Presence :



Prographics :

Exp : 8 Location : **Tulsa, Oklahoma, United States** Job Level : **Leadership**

Designation : **Senior Vice President, Community at Stack Overflow**

Insights For Selling To Philippe

👉 During A Call Or A Meeting

DO's

- Use phrases like 'your decision will', 'you will impact' etc.
- Talk about yourself and some of your achievements at the start of the conversation
- Help them visualize the impact of their decision

DONT's

- Don't make any commitments that you might not be able to fulfill
- Avoid unnecessary negativity or slowness
- Do not look like someone who doesn't know what they are talking about

👉 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: Philippe, 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 Philippe is

- *Relationship and product conviction matter equally, followed by a sense of achievement.*

Will you ever get a clear answer from Philippe

- *If they are not convinced, they will say no albeit in a friendly manner.*

Insights For Deal Planning

How Fast (Or Slow) Will Philippe Move?

- *They can make decisions quickly if they develop trust in you and conviction in the product.*

Can Philippe Take Some Risk Or Not?

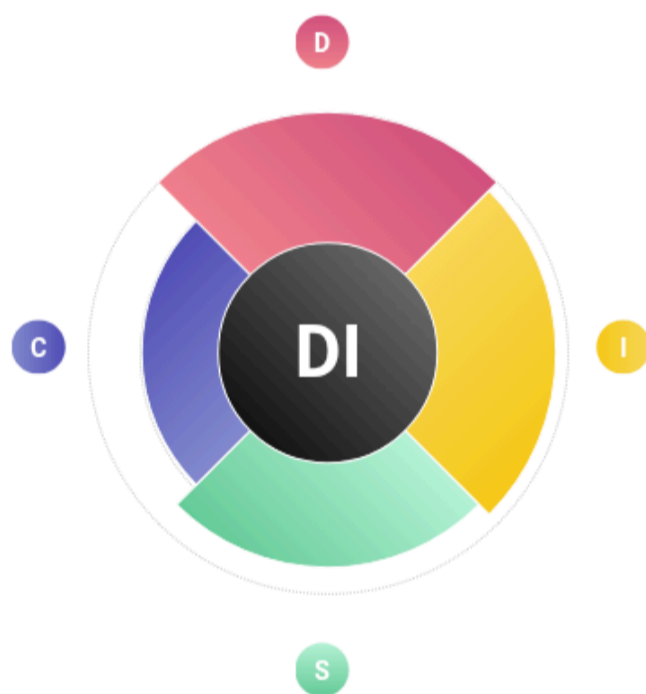
- *They can take risks if necessary.*

You And Philippe

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Philippe'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.