



PIERRE HAUTFENNE

Commander
DISC Type : D

VP Group Treasurer at Umicore
Belgium

Overview

Pierre has no verified overview

👤 Personality Overview

Strong-Willed Risk-Taker Impact-Driven

They like to be in a position where they can control the conversation and terms. They are very proud of what they do. More than the product, they care about the effectiveness of the product.

👤 Topics They Care About

Pierre has no verified topics they care about

Media Appearances

Pierre has no verified media appearances

Work History

- 4-2022
VP Group Treasurer at Umicore
- 6-2021 - 3-2022
Group Treasury Senior Manager - Global Operations at Umicore
- 7-2018 - 1-2022
APAC Treasury Regional Manager at Umicore
- 9-2016 - 7-2018
Group Treasury Senior Manager at Umicore
- 8-2011 - 8-2016
Group Treasury Manager at Umicore

Education

- 2003 - 2004
Master in Tax Management from Solvay Brussels School of Economics and Management
- 2001 - 2003
Master's degree from Solvay Brussels School of Economics and Management
- 1997 - 2001
Master's degree from Université libre de Bruxelles

More Information

Social Presence :



Prographics :

Exp : 22 Location : **Belgium** Job Level : **Senior** Designation : **VP Group Treasurer at Umicore**

Insights For Selling To Pierre

👉 During A Call Or A Meeting

DO's

- Objectively showcase the impact that your product creates
- Hold your ground without indulging in one-upmanship
- Speak about competitive differentiation that your product offers

DONT's

- Don't focus on process and rules, give the impression of being a 'gets it done' person
- Don't try too hard to forge relationships with them
- Do not hesitate from asking counter questions, just avoid challenging their authority

👉 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: Pierre, this is [user_fname] at [user_companynamefirsttwowords].

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

Example: Personalization', 'Sales conversion' etc.

Salutation: No

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

Greeting: No

Example: Skip 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: Skip 'Warm regards', 'Best wishes' etc., just write your name

Tone of Words: Confident, challenging

Overall Messaging: Focused on results

Length of Mail: Very Short

Example: Less than 75 words

👉 While Negotiating & Closing

The secret to closing fast with Pierre is

- *Confidence in impact is paramount to them, followed by a sense of achievement and ROI.*

Will you ever get a clear answer from Pierre

- *If they are not convinced, they will have no hesitation in telling you the same.*

Insights For Deal Planning

How Fast (Or Slow) Will Pierre Move?

- *They can take decisions very fast if you manage to convince them.*

Can Pierre Take Some Risk Or Not?

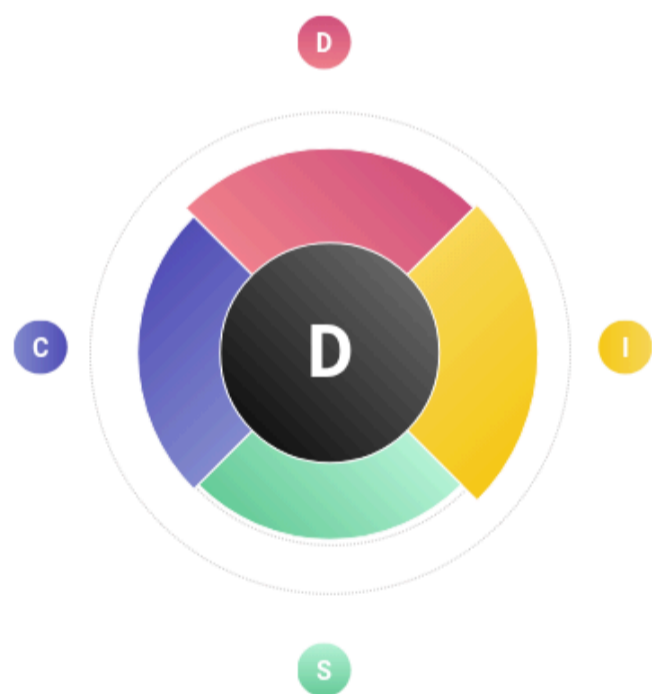
- *The risks don't matter much to them.*

You And Pierre

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Pierre'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.