



PRABAKARAN RAJENDRAN

Sharpshooter
DISC Type : DC

Senior Technical Manager - Supply Chain Technology at VF Corporation
Singapore

Overview

Prabakaran has no verified overview

👉 Personality Overview

Precise But Practical

ROI Driven

Rigorous & Demanding

They are very proud of what they do. They are not focused on building rapport and relationships. They respond better to strong and respectful interactions.

👉 Topics They Care About

Prabakaran has no verified topics they care about

Media Appearances

Prabakaran has no verified media appearances

Work History

- 10-2021
Senior Technical Manager - Supply Chain Technology at VF Corporation
- 9-2019 - 10-2021
Solutions Architect at Rocktree
- 6-2018 - 9-2019
Senior Analyst, Solution Development at Avanade
- 4-2016 - 6-2018
Senior Application Consultant at NCS Group
- 10-2010 - 4-2016
Lead Software Engineer at CrimsonLogic Pte Ltd

Education

- 2003 - 2007
Bachelor of Engineering (BE) from Anna University Chennai

More Information

Social Presence :



Prographics :

Exp : **17** Location : **Singapore** Job Level : **Middle**

Designation : **Senior Technical Manager - Supply Chain Technology at VF Corporation**

Insights For Selling To Prabakaran

👉 During A Call Or A Meeting

DO's

- When negotiating terms, help them build an impression that they are the ones calling the shots
- Hold your ground without indulging in one-upmanship
- Make sure that you circle back fast on any action items, it wins their trust

DONT's

- Do not hesitate from asking counter questions, just avoid challenging their authority
- Avoid being a storyteller and don't try to oversell
- Do not back off when challenged, respond with a confident, objective answer instead

👉 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: Prabakaran, 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 Prabakaran is

- *Conviction around the impact matters the most to them, followed by a sense of achievement and ROI.*

Will you ever get a clear answer from Prabakaran

- *If they are not convinced, they will say no without any hesitation.*

Insights For Deal Planning

How Fast (Or Slow) Will Prabakaran Move?

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

Can Prabakaran Take Some Risk Or Not?

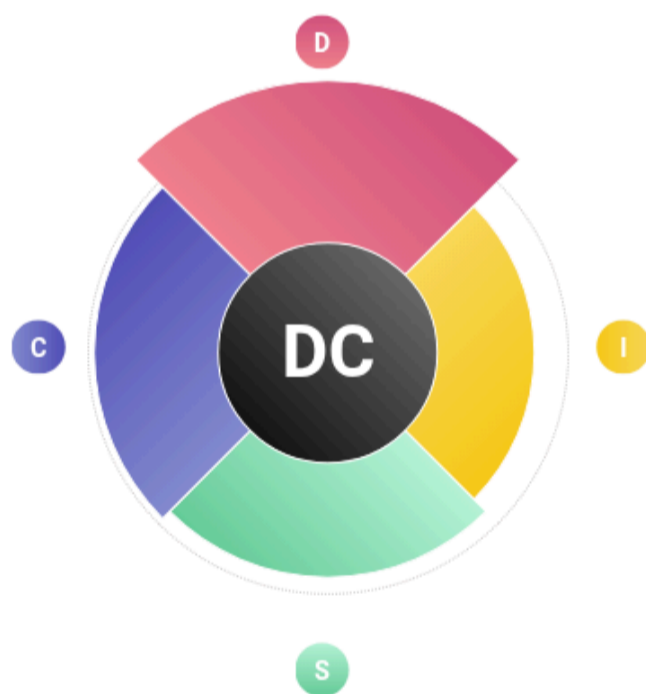
- *The risks don't matter much to them.*

You And Prabakaran

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Prabakaran'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.