



## PRASHANT G BHOJAR

**Commander**  
DISC Type : D

**AI Architect - Office of Chief Technology Officer at AIS (Applied Information Sciences)**  
Reston, Virginia, United States

### Overview

Prashant has no verified overview

#### Personality Overview

**Decisive**

**Strong-Willed**

**Very Quick**

They like to act fast and expect others to do the same. They like to be in a position where they can control the conversation and terms. They are not focused on building rapport and relationships.

#### Topics They Care About

Prashant has no verified topics they care about

### Media Appearances

Prashant has no verified media appearances

### Work History

- 1-2022  
AI Architect - Office of Chief Technology Officer at AIS (Applied Information Sciences)
- 8-2021 - 1-2022  
Cloud Solution Architect at AIS (Applied Information Sciences)
- 7-2021 - 8-2021  
Lead Solution Architect - Intelligent Process Automation at Withum
- 5-2017 - 6-2021  
Senior Solution Architect - Intelligent Process Automation at Withum
- 10-2016  
Organizer at Azure Data Fest

### Education

- 2007 - 2008  
Master of Engineering from University of Maryland
- 1999 - 2003  
Bachelor of Engineering from Nagpur University

## More Information

Social Presence :



Prographics :

Exp : 20 Location : Reston, Virginia, United States Job Level : Leadership

Designation : AI Architect - Office of Chief Technology Officer at AIS (Applied Information Sciences)

## Insights For Selling To Prashant G

### 👉 During A Call Or A Meeting

#### DO's

- Be respectful but crisp
- Help them weigh the risks by sharing objective proof points without becoming too analytical
- Objectively showcase the impact that your product creates

#### DONT's

- Avoid being too verbose
- Do not back off when challenged, respond with a confident, objective answer instead
- Don't focus on process and rules, give the impression of being a 'gets it done' person

## 👉 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: Prashant G, 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

*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 Prashant G 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 Prashant G

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

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## Insights For Deal Planning

How Fast (Or Slow) Will Prashant G Move?

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

Can Prashant G Take Some Risk Or Not?

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

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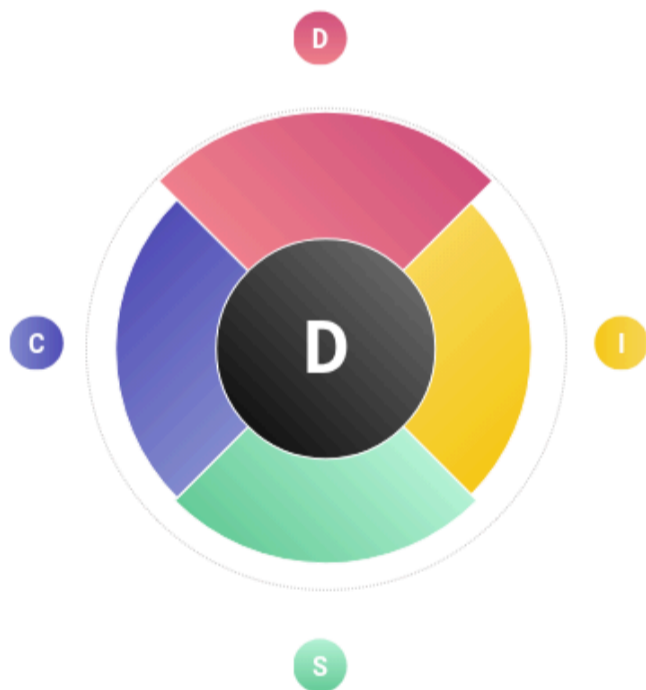
## You And Prashant G

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Prashant G'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.