



# PRASHANT MANDGE

**Sharpshooter**  
DISC Type : CD

**Practice Head - HR/HCM Transformation at ENSAAN TECHNOLOGIES**  
Dubai, United Arab Emirates

## Overview

Prashant has no verified overview

### Personality Overview

**Rigorous & Demanding**      **Precise But Practical**      **ROI Driven**

They respond better to strong and respectful interactions. They are very proud of what they do. They like to be in a position where they can control the conversation and terms.

### Topics They Care About

Prashant has no verified topics they care about

## Media Appearances

Prashant has no verified media appearances

## Work History

- 1-2022  
Practice Head - HR/HCM Transformation at ENSAAN TECHNOLOGIES
- 1-2017 - 12-2021  
Regional Sales Manager - HCM at ENSAAN TECHNOLOGIES
- 9-2016 - 12-2016  
Sales Manager at Netways
- 3-2015 - 8-2016  
Sr.Manager-HCM Consulting at Ensaan Technologies ( A Subsidiary of SquareOne Technologies)
- 3-2011 - 3-2015

## Education

- 2006 - 2008  
MBA from Institute of Business Studies & Research
- 2006 - 2007  
PGDM from Institute of Business Studies & Research (IBSAR)

## More Information

### Social Presence :



### Prographics :

Exp : **15** Location : **Dubai, United Arab Emirates** Job Level : **N/A**

Designation : **Practice Head - HR/HCM Transformation at ENSAAN TECHNOLOGIES**

## Insights For Selling To Prashant

### 👉 During A Call Or A Meeting

#### DO's

- When negotiating terms, help them build an impression that they are the ones calling the shots
- Use phrases like 'it's your decision', 'strategic impact' etc.
- Get to the point quickly instead of spending time doing small talk

#### DONT's

- Don't focus on process and rules, give the impression of being a 'gets it done' person
- Don't take too much time in sending them information if they ask for any
- Avoid being a storyteller and don't try to oversell

## 👉 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, 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 Prashant 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

- *If they decide not to use your product, they will say no clearly.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Prashant Move?

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

Can Prashant Take Some Risk Or Not?

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

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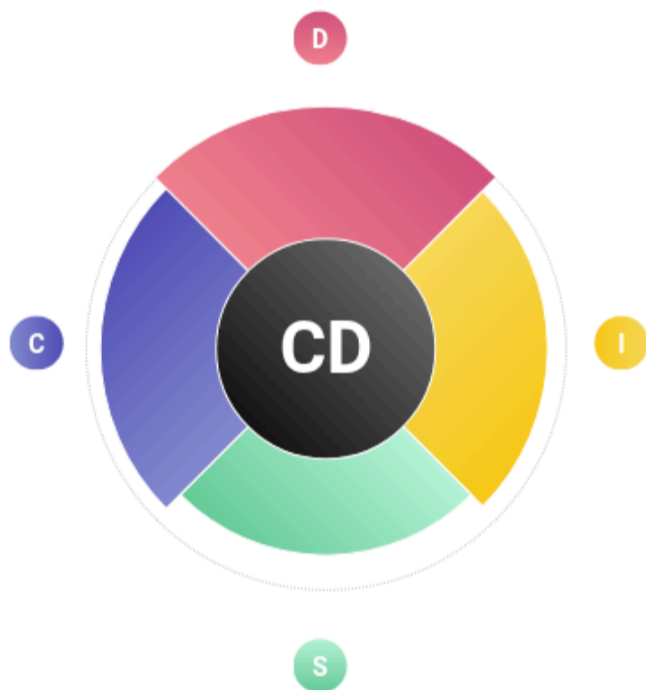
## You And Prashant

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Prashant's Key Traits



### 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.

### 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.