



# PRATHIBA DEVADAS

**Critic**  
DISC Type : C

**Project Consultant at Pöschl Familienstiftung**  
Munich, Bavaria, Germany

## Overview

Prathiba has no verified overview

### 👉 Personality Overview

ROI Driven      Precise      Negotiator

They like to take decisions independently and do not seek others' support often. They prefer to analyze logically and value objective facts over emotions. Unless the value is proven by data, they are unlikely to value fancy features.

### 👉 Topics They Care About

Prathiba has no verified topics they care about

## Media Appearances

Prathiba has no verified media appearances

## Work History

- 4-2023  
Project Consultant at Pöschl Familienstiftung
- 8-2021 - 10-2024  
Country Representative - Rwanda at TU eMpower Africa e.V.
- 12-2020 - 9-2022  
Project Manager - Rwanda at TU eMpower Africa e.V.
- 3-2020 - 11-2020  
Site Assistant - Rwanda Project at TU eMpower Africa e.V.
- 10-2022 - 1-2024  
LCA Consultant at brands & values GmbH

## Education

- 2018 - 10-2021  
Master of Science - MS from Technical University of Munich
- 2004 - 2008  
Bachelor of Technology - BTech from Anna University Chennai

## More Information

Social Presence :



Prographics :

Exp : **13** Location : **Munich, Bavaria, Germany** Job Level : **Mid-senior**

Designation : **Project Consultant at Pöschl Familienstiftung**

## Insights For Selling To Prathiba

### 👉 During A Call Or A Meeting

#### DO's

- Be ready for penetrating questions and critical examination of your pitch
- If you can, show them industry reports or analyst comments instead of sharing anecdotal stories
- Leverage facts and figures wherever possible; use percentages, numbers etc.

#### DONT's

- Avoid pushing them too much to involve other stakeholders unless it is critical
- Don't rush them till they have clearly gotten all the necessary information
- Make extra effort to not seem pushy or confrontational

## 👉 When Cold Calling

### Insights

**Pattern Interrupt:** Speaking in a slightly hesitant manner, and seeking their permission at the start through a negation can get you a chance.

**Pace:** Speak slightly fast, especially if you tend to be calm and confident. Sound like a 'knows their domain' person.

**Tone:** Keep your tone slightly apprehensive, as if you are a little unsure about calling them.

**Tactics To Win:** Use of negations, giving full information

**Mistakes To Avoid:** Use of superlatives, overusing social proof

**Making The Ask:** Use negations, it is extra effective with them. It gives them a chance to say no, they like doing that.

**Subconscious Driver:** They believe they know a lot, so it needs to make sense as well as make them curious. They need to think that it is something worth investigation.

### Script

**Greeting:** Hi Prathiba, this is [user\_fname] at [user\_companynamewordstwowords].

**Opener:** You probably don't want to be on this cold call, would it be a problem if I asked for 30 seconds of your time?

**Introduction:** My company has leveraged 30+ years of research to build an AI that can predict anyone's personality, behavior and decision-making style before you even spend a minute with them.

**Ask:** Companies like [abc], [xyz] have been able to move [KPI1] by X% and [KPI2] by Y%. Would it be too much to put 15 minutes on your calendar to share why this could be high ROI for you?

**Close:** Can I suggest [time1] on [date1]? Or would you prefer any other slots? And [prospect\_email] would be the right email ID for you?

## 👉 When Writing An Email

**Subject:** Objective

*Example: Getting personalization right, '40% increase' etc.*

**Salutation:** Yes (Something usual)

*Example: Use 'Hi' or only the first name*

**Greeting:** No

*Example: Skip lines like 'I hope you are doing well'*

**Emojis/GIFs:**

**Bullet Points:** Recommended

**Closing Line:** Logically summarize/ask

*Example: Something like 'If these points make sense, shall we speak tomorrow?'*

**Complimentary Close:** None or formal

*Example: Something simple like 'Thanks', or nothing at all.*

**Tone of Words:** Objective, informational

**Overall Messaging:** Focused on allaying doubts and ROI

**Length of Mail:** Short

*Example: Ideally upto 100-120 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Prathiba is

- *Proof of ROI, low pricing and objective proof points are the important factors for them.*

Will you ever get a clear answer from Prathiba

- *They do not mind saying no if they believe that it is the right decision.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Prathiba Move?

- *Their decision-making is neither very fast nor very slow, they are somewhere in between.*

Can Prathiba Take Some Risk Or Not?

- *They can take risks if their analysis shows that it would be worth it.*

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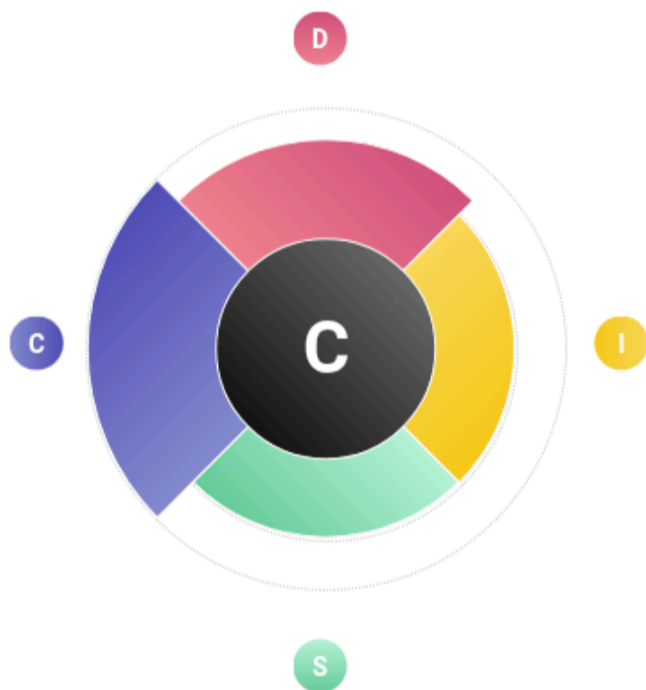
## You And Prathiba

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Prathiba'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.