



PRINCESS R.

Pioneer
DISC Type : dis

Account Director at Merkle
Greater Phoenix Area, United States

Overview

Princess has no verified overview

👉 Personality Overview

- Driven But Considerate
- Dynamic But Sincere
- Decisive But Friendly

They have the unique ability to win both love and respect from their team (or outsiders) They combine a unique set of diverse traits where they are fast and friendly but can slow down to be thorough when needed If they are convinced, they can become very strong champions for your product

👉 Topics They Care About

Princess has no verified topics they care about

Media Appearances

Princess has no verified media appearances

Work History

- 8-2023
Account Director at Merkle
- 6-2019 - 5-2023
Promotion & Marketing Manager at Discount Tire
- 2-2019 - 6-2019
Promotions Program Manager at Discount Tire
- 5-2017 - 2-2019
Sr. Manager, Client Services at Hawk Incentives
- 6-2016 - 5-2017
Senior Account Manager at Hawk Incentives

Education

- 1997 - 2001
Journalism from University of Missouri-Columbia

More Information

Social Presence :



Prographics :

Exp : 12 Location : **Greater Phoenix Area, United States** Job Level : **Mid-senior** Designation : **Account Director at Merkle**

Insights For Selling To Princess

👉 During A Call Or A Meeting

DO's

- Keep your pitch focused on the impact but nurture the relationship too
- Use phrases like 'your decision will', 'you will impact' etc.
- Ask them for a lunch or coffee once some rapport has been established

DONT's

- Don't hesitate from asking questions or pushing them, but take a formal approach
- Don't be very informal during the early interactions even if they are being so themselves
- Avoid focusing only on the product or its ROI, keep building trust subtly

👉 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: Princess, 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: Exciting, direct

Example: John, quantum jump', 'Is it game over?' etc.

Salutation: No

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

Greeting: No (Or say something unique)

Example: Skip anything, or say something unique like 'What an exciting discussion it's been!'

Emojis/GIFs:

Bullet Points: Could use

Closing Line: Informally state your ask

Example: Something like 'John, if you are on, let's finalize tomorrow?'

Complimentary Close: Unique, casual

Example: Something like 'Looking forward!', 'To new beginnings!' etc.

Tone of Words: Informal, direct

Overall Messaging: Focused on personal achievement

Length of Mail: Short

Example: Ideally upto 100-120 words

👉 While Negotiating & Closing

The secret to closing fast with Princess is

- *Nothing less than a strong combination of proof of results, relationship and high levels of professionalism is effective with them.*

Will you ever get a clear answer from Princess

- *They can say no while staying friendly, but can also be persuaded to reconsider*

Insights For Deal Planning

How Fast (Or Slow) Will Princess Move?

- *They are generally fast movers and can take quick decisions*

Can Princess Take Some Risk Or Not?

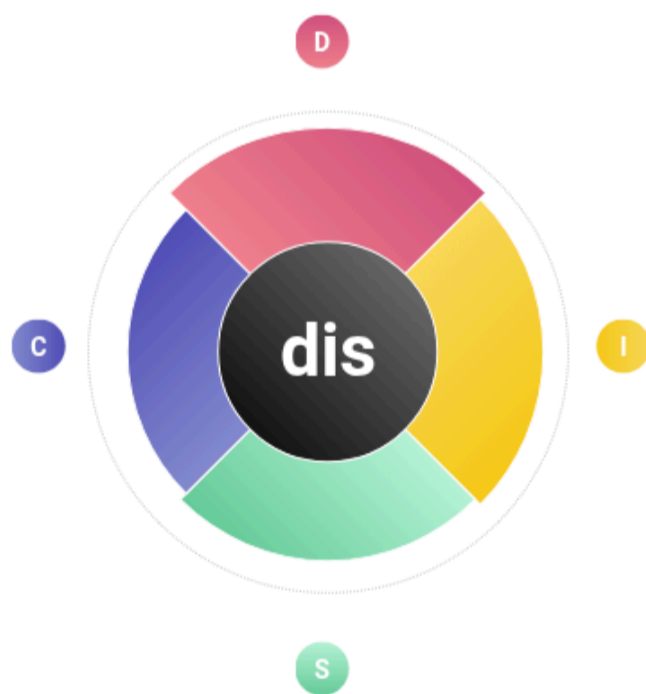
- *They have high risk-appetite but can get ahead of themselves once in a while. Observe carefully*

You And Princess

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Princess'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.

INFLUENCE

Influence(I) reflects the degree to which a person prefers to work by influencing or persuading others. Those scoring high tend to be people oriented, are motivated by social recognition and building relationships and can be described as warm and enthusiastic in general.

STEADINESS

Steadiness(S) reflects the degree to which a person is likely to focus on cooperation, support and taking everyone along. Those scoring high tend to be consistent and calm, are excited about the opportunity to collaborate and partner and could sometimes be indecisive or overly accommodating.