



PRIYANKA RAVIKUMAR

Cheerleader

DISC Type : Is

Senior Executive Human Resources at Valeo

Chennai, Tamil Nadu, India

Overview

Priyanka Ravikumar is a Senior Executive in Human Resources at Valeo with over five years of experience. She specializes in driving employee engagement and talent development through data-driven, people-centric initiatives. A graduate of St. Joseph College of Engineering, she holds a certification in Generative AI for HR, showcasing her forward-thinking approach.

She is passionate about building strong workplace cultures and creating meaningful employee experiences by partnering with leadership. Priyanka aspires to become a future leader in the human resources field, continuously seeking to learn from new perspectives and connect with fellow HR professionals.

Unique fact: Priyanka has progressed her entire career within Valeo, starting as an HR Intern and advancing to her current senior role.

Personality Overview

Vocal & Expressive

Listener

Story-Driven

They are more likely to opt for solutions that are proven in the market. Unlike D or C types, they are calm as well as friendly and can give the impression of being more receptive than they actually are. Scenarios where both sides can come out as winners appeal to them greatly.

Topics They Care About

AI in HR

Holds a recent certification in "Generative AI for Human Resources (HR) Professionals," indicating a strong interest in leveraging new technologies for HR functions.

Data-Driven HR

Emphasizes combining people-centric HR with data-driven insights to make better business decisions, supported by her certification in Human Resource Analytics.

Workplace Culture

Passionate about building strong cultures and partnering with leaders to create meaningful employee experiences, as stated in her professional summary.

Talent Development

Focuses on talent development as a core part of her role, aiming to foster growth and enhance employee engagement within the organization.

Enterprise Technology

[Predicted] Shows interest in major tech companies like IBM and Hewlett Packard Enterprise, suggesting a broader interest in the enterprise technology landscape.



Media Appearances

Priyanka has no verified media appearances

Work History

- 1-2023
Senior Executive Human Resources at Valeo
- 11-2021
Executive HR at Valeo
- 10-2020
Junior Executive at Valeo
- 6-2019 - 9-2020
Management Trainee at Valeo
- 1-2019 - 5-2019
HR Intern at Valeo

Education

- 2017 - 2019
Master of Business Administration - MBA from St. Joseph College of Engineering
- 2013 - 2017
B. Tech from Sastra university

More Information

Social Presence :



Prographics :

Exp : 7 Location : **Chennai, Tamil Nadu, India** Job Level : **Junior** Designation : **Senior Executive Human Resources at Valeo**

Insights For Selling To Priyanka

👉 During A Call Or A Meeting

DO's

- Take time to make them feel comfortable before getting to the main pitch
- If possible, involve their colleagues in the sales process
- Show them how they look good by making this decision

DONT's

- Don't ask too many questions that sound too dry and objective
- Avoid unnecessary confrontation if it arises incidentally
- Don't get into excessive details unless prompted

👉 When Cold Calling

Insights

Pattern Interrupt: Informal style, where you are talking in a friendly & casual manner, with a big smile on makes them want to speak to you.

Pace: Don't be too fast or too slow, stay in the middle. Sound like a 'brings happiness to others' person.

Tone: Speak with high energy and in a personal manner, as if you have met a friend suddenly after a long time.

Tactics To Win: Giving social proof, personal rapport, usage of superlatives, repeating their name.

Mistakes To Avoid: Information overload, use of negations

Making The Ask: Use positivity and/or humor to make the ask. It appeals to them, as if you are bringing a cheer to their day. (Avoid doing this with Dominant or Calculative types)

Subconscious Driver: They are driven by emotion more than any other type. Hence a proposition that excites them will immediately get their attention.

Script

Greeting: Hey Priyanka, [user_fname] here at [user_companynamewordstwowords] calling you this morning/evening!

Opener: Now I know how much people love cold calls, so how about 30 seconds to tell you what I have for you?

Introduction: We have built an AI that predicts exactly what will build a solid relationship with each prospect before you even spend a minute with them.

Ask: Priyanka, leaders just like you at companies like [abc], [xyz] have been blown away with what they have seen, why don't we put 15 minutes on your calendar to show you if what I am saying is actually real, yeah?

Close: So morning at around [time] next [tuesday], shall we say? And is it [prospect_email]? Don't want to get that wrong you know!

👉 When Writing An Email

Subject: Personalized, clear

Example: John, let's close this tomorrow?', 'You will get this!' etc.

Salutation: Yes (Something formal)

Example: Use 'Hi', 'Hello' etc. (along with the first name)

Greeting: Yes (Say something usual)

Example: Say something usual and friendly, like 'It's a real pleasure'

Emojis/GIFs:

Bullet Points: Avoid

Closing Line: Close on a positive note

Example: Something like 'I am excited to discuss this tomorrow, does 11 am work well?'

Complimentary Close: Unique, pleasant

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

Tone of Words: Friendly, exciting

Overall Messaging: Focused on social proof

Length of Mail: Medium

Example: Ideally upto 130-150 words

👉 While Negotiating & Closing

The secret to closing fast with Priyanka is

- *Relationships can sway their decisions, followed by the low risk and the presence of good evidence.*

Will you ever get a clear answer from Priyanka

- *They are diplomatic when needed and rarely say no directly.*

Insights For Deal Planning

How Fast (Or Slow) Will Priyanka Move?

- *Even if they are engaged and friendly, they can take their time to make decisions.*

Can Priyanka Take Some Risk Or Not?

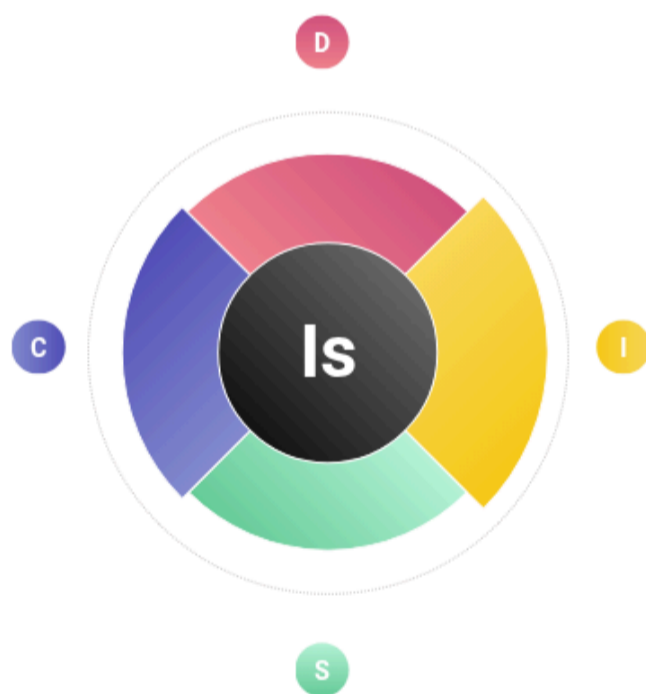
- *They probably won't put a lot at risk.*

You And Priyanka

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Priyanka's Key Traits



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.