



# PUSHKAR SINGH

**Enigma**  
DISC Type : idc

**Head - HR Systems & Transformation at airtel**  
Delhi, India

## Overview

Pushkar has no verified overview

### 👉 Personality Overview

Three personality traits in light blue boxes:

- Hard To Convince**
- Fast Follower**
- Persuasive & Assertive**

They can sound friendly and charming but can quickly change gears to become inquisitive and probing. They are likely to ask many questions and look heavily for supporting proof as well as information. They are generally strong communicators and are not easy to convince.

### 👉 Topics They Care About

Pushkar has no verified topics they care about

## Media Appearances

Pushkar has no verified media appearances

## Work History

- 1-2026  
Head - HR Systems & Transformation at airtel
- 3-2025 - 1-2026  
HR Lead - Customer Experience at airtel
- 5-2024 - 3-2025  
DGM | HRBP - Emerging Business at airtel
- 3-2022 - 6-2024  
HR Transformation & Systems Lead at airtel
- 7-2021 - 3-2022  
Deputy Manager - Corporate HR & Campus Relations at DCM Shriram LTD

## Education

- 2017 - 2019  
Master of Business Administration - MBA from Symbiosis Institute of Business Management, Pune
- 2013 - 2017  
B.E. from ITM UNIVERSITY, GWALIOR

## More Information

Social Presence :



Prographics :

Exp : 6 Location : **Delhi, India** Job Level : **N/A** Designation : **Head - HR Systems & Transformation at airtel**

## Insights For Selling To Pushkar

### 👉 During A Call Or A Meeting

#### DO's

- Leverage 'negging', or the art of asking negative questions like "you must not be convinced yet..."
- Let them lead the discussion, create opportunities for them to speak if they are not very forthcoming
- Use phrases like 'clear evidence', 'data-based results' etc.

#### DONT's

- Don't brush off any concerns, take all questions seriously. They are easily deterred
- Avoid long presentations and just 'high-level' value proposition, dive into the details
- Don't rely excessively on your relationship with them to win the deal even if you come to form one

## 👉 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:** Pushkar, 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 Pushkar is

- *Proven value, strong objective evidence are important for them, rapport can impact decisions a little.*

Will you ever get a clear answer from Pushkar

- *They are practical and friendly, but can give a clear response with a little prodding*

## Insights For Deal Planning

How Fast (Or Slow) Will Pushkar Move?

- *They like to be detailed, so unless they develop strong conviction, they can take their time to arrive at decisions*

Can Pushkar Take Some Risk Or Not?

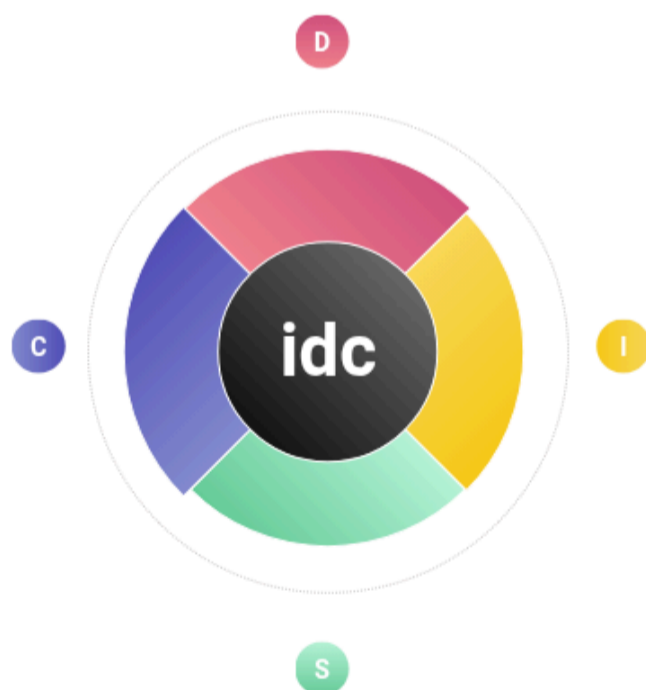
- *They evaluate their decisions systematically and do not take risks that often, unless you can get them to develop strong conviction*

## You And Pushkar

### Personality Compatibility

Not enough data to show compatibility comparison

## DISC Profile : Pushkar'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.

### 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.

### 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.