



RACHEL DILLEY

Initiator
DISC Type : Di

Manager - Learning & Organizational Development at Energy Transfer
Sanger, Texas, United States

Overview

Rachel has no verified overview

Personality Overview

Impact-Oriented **Risk-Accepting** **Conviction Driven**

They measure a product on its merit but can be influenced by strong testimonials. They respond well to objective pitches but also attach some value to relationships. They usually prefer to drive the conversation.

Topics They Care About

Rachel has no verified topics they care about

Media Appearances

Rachel has no verified media appearances

Work History

- 1-2026
Manager - Learning & Organizational Development at Energy Transfer
- 1-2025 - 1-2026
Performance Enablement Manager at Hewlett Packard Enterprise
- 2018 - 2024
Sr. Staff Organizational Development Specialist (Talent Management) at Pioneer Natural Resources Company
- 2017 - 2018
Talent Management Consultant at Ericsson
- 2016 - 2017
Sr. Human Resources Business Partner at Ericsson

Education

- Master's Degree from Kansas State University
- Bachelor's Degree from Texas Woman's University

More Information

Social Presence :



Prographics :

Exp : 20 Location : **Sanger, Texas, United States** Job Level : **Middle**

Designation : **Manager - Learning & Organizational Development at Energy Transfer**

Insights For Selling To Rachel

👉 During A Call Or A Meeting

DO's

- Get them to a point where they are ready to bat for your product internally
- Refer to testimonials from well known people to highlight the value of your product
- Keep your pitch focused on the impact but insert some anecdotes into it

DONT's

- Don't be too verbose or overly friendly; a little bit, however, is fine
- Don't be unorganized, be prepared for the pitch
- Don't keep repeating the same information, it could make them impatient

👉 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: Rachel, 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 Rachel is

- *Confidence in the product's value is critical, followed by relationship and a sense of achievement.*

Will you ever get a clear answer from Rachel

- *They will not hesitate to say no if they do not develop conviction.*

Insights For Deal Planning

How Fast (Or Slow) Will Rachel Move?

- *If they develop confidence in your product and you, then they can make fast decisions.*

Can Rachel Take Some Risk Or Not?

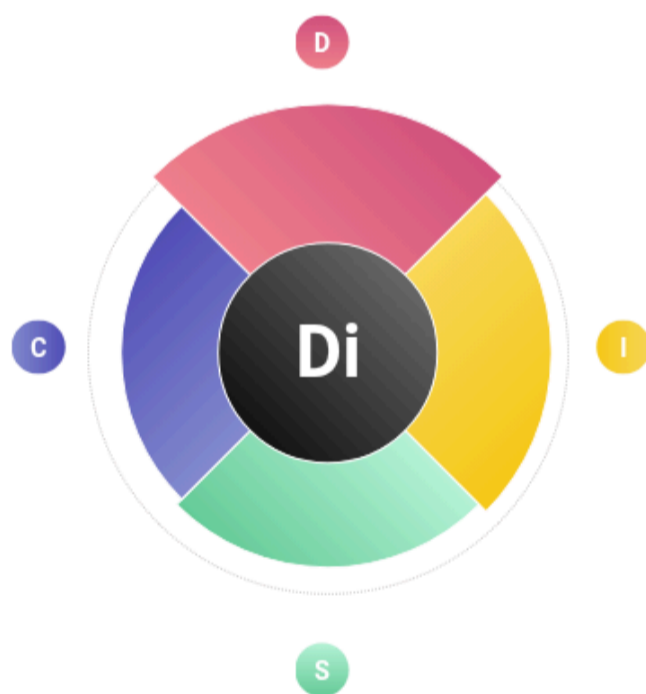
- *If necessary, they have the ability to take risky decisions.*

You And Rachel

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Rachel'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.