



RAHUL TYAGI

Commander
DISC Type : D

Senior Technical Sales Engineer at TADA
Peoria, Illinois, United States

Overview

Rahul has no verified overview

👉 Personality Overview

Strong-Willed

Decisive

Candid & Clear

They like to be in a position where they can control the conversation and terms. They like to act fast and expect others to do the same. They respond well to strong and respectful communication.

👉 Topics They Care About

Rahul has no verified topics they care about

Media Appearances

Rahul has no verified media appearances

Work History

- 5-2025
Senior Technical Sales Engineer at TADA
- 4-2025 - 5-2025
Senior Technical Sales Engineer Intern at TADA
- 6-2024 - 8-2024
Project Management Intern at Comprehensive Prosthetics & Orthotics (CPO)
- 1-2024 - 6-2024
Graduate Research Assistant at Bradley University
- 1-2022 - 8-2023
Senior Principal Engineer at Marsh McLennan

Education

- 8-2023 - 5-2025
Master of Science - MS from Bradley University
- Bachelor of Technology (B.Tech.) from Punjab Technical University

More Information

Social Presence :



Prographics :

Exp : 5 Location : **Peoria, Illinois, United States** Job Level : **N/A** Designation : **Senior Technical Sales Engineer at TADA**

Insights For Selling To Rahul

👉 During A Call Or A Meeting

DO's

- Be respectful but crisp
- Refer to testimonials from well-known industry leaders
- When negotiating terms, help them build an impression that they are the ones calling the shots

DONT's

- Avoid being too verbose
- Don't try too hard to forge relationships with them
- Don't take too much time in sending them information if they ask for any

👉 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: Rahul, 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: To the point

Example: Personalization', 'Sales conversion' etc.

Salutation: No

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

Greeting: No

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

Emojis/GIFs:

Bullet Points: Could use

Closing Line: Clearly state your ask

Example: Something like 'Can we get on a call tomorrow at 1100 hours and finalize this?'

Complimentary Close: None or standard

Example: Skip 'Warm regards', 'Best wishes' etc., just write your name

Tone of Words: Confident, challenging

Overall Messaging: Focused on results

Length of Mail: Very Short

Example: Less than 75 words

👉 While Negotiating & Closing

The secret to closing fast with Rahul is

- *Confidence in impact is paramount to them, followed by a sense of achievement and ROI.*

Will you ever get a clear answer from Rahul

- *If they decide not to go ahead, they will say no without hesitation.*

Insights For Deal Planning

How Fast (Or Slow) Will Rahul Move?

- *They can take decisions very fast if you manage to convince them.*

Can Rahul Take Some Risk Or Not?

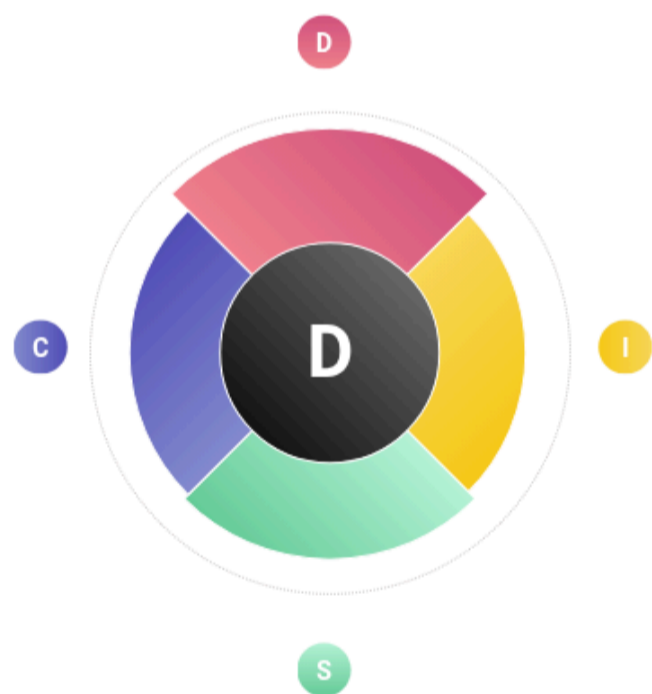
- *The risks don't matter much to them.*

You And Rahul

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Rahul'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.