



RAJNISH KUMAR

Visionary
DISC Type : Ds

Sales Manager at RemoteDesk
Faridabad, Haryana, India

Overview

Rajnish Kumar is a Sales Manager at RemoteDesk, specializing in consultative selling of innovative technology solutions. He focuses on driving revenue growth and market expansion by leveraging AI and automation. He holds an MBA and is described by colleagues as an exceptional manager and leader.

Demonstrating a commitment to continuous learning, Rajnish has earned certifications as a Full Stack Developer and in Data Science. He is a strong advocate for digital transformation and has an interest in major technology companies like IBM and GE.

Interesting fact: Rajnish once shared a personal experience about receiving a job offer with a malware file disguised as a salary document to warn his network about recruitment scams.

👍 Personality Overview

Goal-Oriented Early Adopter Fast But Thoughtful

They are very professional in their approach and can weigh multiple perspectives together. Reading between the lines and seeing beyond your words comes naturally to them. They exhibit a rare combination of being result-oriented but patient at the same time.

👍 Topics They Care About

Legal Tech
He previously led growth for a legal software company, attended legal tech events, and actively posted about innovations and market expansions in the sector.

AI & Automation
His professional headline highlights his focus on innovating product management and sales processes using "Agentic AI" and automation to improve business outcomes.

Sales Leadership

His experience includes leading and mentoring sales teams. A former colleague recommended him as an "exceptional manager and leader."

Digital Transformation

He positions himself as a "Leadership & Digital Transformation Advocate," helping businesses adopt technology to remain competitive in a changing landscape.

Technical Upskilling

Unusual for a sales professional, he holds certifications as a Full Stack Developer and in Data Science, indicating a deep interest in the technical side of products.

Cybersecurity Awareness

He has publicly shared his experience with a recruitment phishing attempt to raise awareness about malware, showing a personal concern for digital security.



Media Appearances

Rajnish has no verified media appearances

Work History

- 2-2026
Sales Manager at RemoteDesk
- 3-2024 - 2-2026
Senior Growth Lead/ Sales & Marketing at MikeLegal
- 2-2021 - 3-2024
Enterprise Sales Manager at Sunstone
- 7-2019 - 3-2022
Key Account Manager at Quikr
- 8-2016 - 7-2019
Assistant Sales Manager at IndiaMART InterMESH Limited

Education

- 2012 - 2015
BSc - Bachelor of Science from Maharshi Dayanand University
- 3-2022 - 7-2024
Master of Business Administration - MBA from Indira Gandhi National Open University

More Information

Social Presence :



Prographics :

Exp : **9** Location : **Faridabad, Haryana, India** Job Level : **Middle** Designation : **Sales Manager at RemoteDesk**

Insights For Selling To Rajnish

👉 During A Call Or A Meeting

DO's

- Suggest clear next steps with confidence, don't be vague or hesitant
- You can spend time on BANT (or other qualification methodology) but keep it to the point
- During followups, use phone or text if needed, they should be fine

DONT's

- Don't get into pricing discussions early on, steer conversation towards proven results
- Don't shy away from asking hard questions, but be extra polite
- Don't focus too much on mutual contacts or bother about other stakeholders, focus on them

👉 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: Rajnish, 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, formal

Example: Personalized sales funnel', '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: Formally state your ask

Example: Something like 'If you are available tomorrow, shall we discuss this?'

Complimentary Close: None or standard

Example: Something simple like 'Thanks', 'Regards', or nothing at all.

Tone of Words: Confident with a formal touch

Overall Messaging: Focused on output

Length of Mail: Short

Example: Maximum upto 100-120 words

👉 While Negotiating & Closing

The secret to closing fast with Rajnish is

- *Strong proof of impact and their conviction will matter the most, but they wouldn't want to act unilaterally either*

Will you ever get a clear answer from Rajnish

- *They will say no if they are not convinced but you will have to prompt them.*

Insights For Deal Planning

How Fast (Or Slow) Will Rajnish Move?

- *They will want to understand things well but can move fast once they have a clear picture.*

Can Rajnish Take Some Risk Or Not?

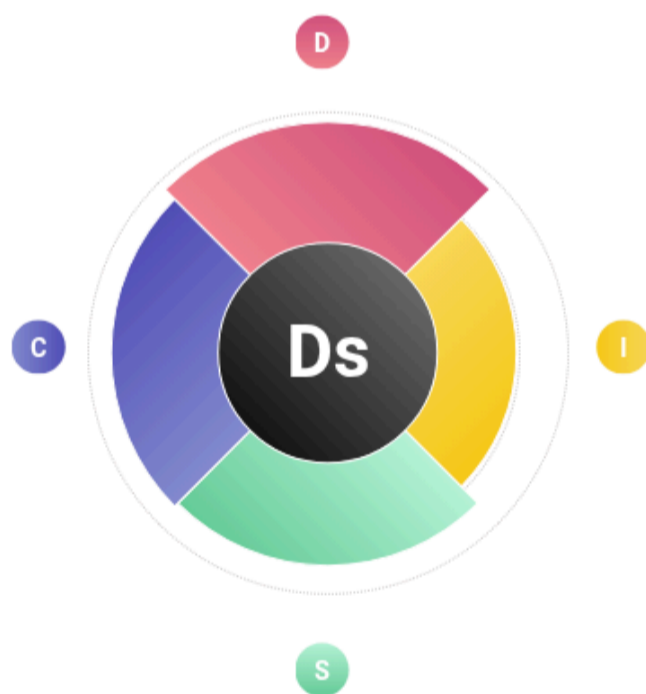
- *They have good risk tolerance but are likely to think it through once or twice.*

You And Rajnish

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Rajnish'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.

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.