



RAMEA BOWLES

Critic
DISC Type : C

Director at CHG Healthcare
Salt Lake City, Utah, United States

Overview

Ramea has no verified overview

👉 Personality Overview

Negotiator Precise Critic

They enjoy working alone and do not rely on others very often. They are quite likely to negotiate on pricing or other key terms. They don't appreciate bells and whistles unless backed by data.

👉 Topics They Care About

Ramea has no verified topics they care about

Media Appearances

Ramea has no verified media appearances

Work History

- 6-2005
Director at CHG Healthcare
- 6-2004
Director - Brand Strategy at CHG Healthcare
- Regional Sales Trainer at Allegis Group
- Civil Environmental Engineering Recruiter at Aerotek

Education

- 2000 - 2002
Bachelor of Business Administration (B.B.A.) from University of Utah
- 2000 - 2002
Bachelor of Applied Science (B.A.Sc.) from University of Utah - David Eccles School of Business

More Information

Social Presence :



Prographics :

Exp : 21 Location : Salt Lake City, Utah, United States Job Level : Mid-senior Designation : Director at CHG Healthcare

Insights For Selling To Ramea

👉 During A Call Or A Meeting

DO's

- If you can, show them industry reports or analyst comments instead of sharing anecdotal stories
- Be ready for penetrating questions and critical examination of your pitch
- Leverage facts and figures wherever possible; use percentages, numbers etc.

DONT's

- Avoid pushing them too much to involve other stakeholders unless it is critical
- Don't rush them till they have clearly gotten all the necessary information
- Make extra effort to not seem pushy or confrontational

👉 When Cold Calling

Insights

Pattern Interrupt: Speaking in a slightly hesitant manner, and seeking their permission at the start through a negation can get you a chance.

Pace: Speak slightly fast, especially if you tend to be calm and confident. Sound like a 'knows their domain' person.

Tone: Keep your tone slightly apprehensive, as if you are a little unsure about calling them.

Tactics To Win: Use of negations, giving full information

Mistakes To Avoid: Use of superlatives, overusing social proof

Making The Ask: Use negations, it is extra effective with them. It gives them a chance to say no, they like doing that.

Subconscious Driver: They believe they know a lot, so it needs to make sense as well as make them curious. They need to think that it is something worth investigation.

Script

Greeting: Hi Ramea, this is [user_fname] at [user_companynamewordstwowords].

Opener: You probably don't want to be on this cold call, would it be a problem if I asked for 30 seconds of your time?

Introduction: My company has leveraged 30+ years of research to build an AI that can predict anyone's personality, behavior and decision-making style before you even spend a minute with them.

Ask: Companies like [abc], [xyz] have been able to move [KPI1] by X% and [KPI2] by Y%. Would it be too much to put 15 minutes on your calendar to share why this could be high ROI for you?

Close: Can I suggest [time1] on [date1]? Or would you prefer any other slots? And [prospect_email] would be the right email ID for you?

👉 When Writing An Email

Subject: Objective

Example: Getting personalization right, '40% increase' etc.

Salutation: Yes (Something usual)

Example: Use 'Hi' or only the first name

Greeting: No

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

Emojis/GIFs:

Bullet Points: Recommended

Closing Line: Logically summarize/ask

Example: Something like 'If these points make sense, shall we speak tomorrow?'

Complimentary Close: None or formal

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

Tone of Words: Objective, informational

Overall Messaging: Focused on allaying doubts and ROI

Length of Mail: Short

Example: Ideally upto 100-120 words

👉 While Negotiating & Closing

The secret to closing fast with Ramea is

- *Strong evidence of ROI, effective pricing, and proven data points matter the most to them.*

Will you ever get a clear answer from Ramea

- *It is not very hard for them to say no if they are not convinced about the decision.*

Insights For Deal Planning

How Fast (Or Slow) Will Ramea Move?

- *They are neither the fastest nor the slowest decision makers, they are somewhere in the middle.*

Can Ramea Take Some Risk Or Not?

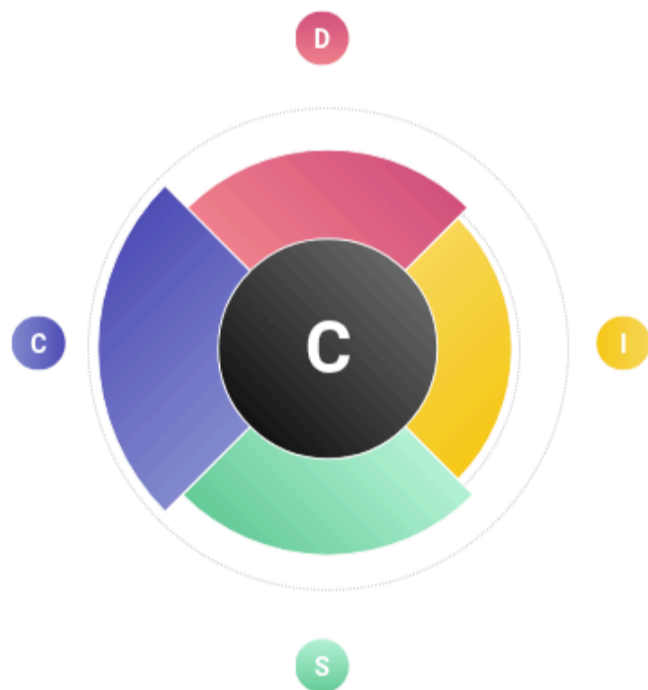
- *They can bear some risk if their analysis backs the decision.*

You And Ramea

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Ramea's Key Traits



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.