



RANDY KISH

Energizer
DISC Type : I

Controller at Zilliant
Austin, Texas, United States

Overview

Randy Kish is a Certified Public Accountant serving as Controller at Zilliant, specializing in financial operations for high-growth SaaS companies. His career includes managing SEC filings, improving internal controls, and leading the financial integration of a multi-country acquisition. He was also instrumental in completing a successful IPO, including drafting the S-1 registration statement.

He is a graduate of Texas State University with a Bachelors Degree in Accounting.

Personality Overview

Full Of Energy

Big Picture Person

Imaginative

They are not always early adopters but can be persuaded by leveraging strong relationships. They excel at seeing the bigger picture, and the long-term impact of their decisions. They are naturally enthusiastic, so take their promise with a pinch of salt.

Topics They Care About

SaaS Company Finance

Has extensive experience as a controller and assistant controller for international SaaS organizations like Zilliant and Q2ebanking.

SEC Reporting & IPOs

Managed all SEC filings for a public company and played a key role in a successful IPO, including drafting the S-1 filing.

Internal Controls

Redesigned internal control structures and focused on risk assessment and mitigation (SOX) in previous roles.

Acquisition Integration

Acted as a lead team member to integrate a multi-country international acquisition, a first for his former company.

Texas State Bobcats

[Predicted] As a graduate of Texas State University, he may follow the school's athletics.



Media Appearances

Randy has no verified media appearances

Work History

- 1-2020
Controller at Zilliant
- 3-2017 - 9-2019
Assistant Controller at Q2ebanking
- 10-2012 - 3-2017
Financial Reporting Manager at Q2ebanking
- 3-2009 - 10-2012
Assistant Controller at Valence Technology
- 3-2008 - 3-2009
Independent Contractor at ArthroCare Corporation

Education

- 1994 - 2000
Bachelor's Degree from Texas State University

More Information

Social Presence :



Prographics :

Exp : **19** Location : **Austin, Texas, United States** Job Level : **N/A** Designation : **Controller at Zilliant**

Insights For Selling To Randy

👉 During A Call Or A Meeting

DO's

- Talk about their team and how your product will help them do things better and easier
- Use phrases like 'people will love', 'massive impact' etc.
- Talk anecdotally about the customer experience that your product offers

DONT's

- Don't be too formal, focus on building comfort and trust
- Avoid overloading them with too much detail
- Don't push them to make a decision too fast, let them get comfortable first

👉 When Cold Calling

Insights

Pattern Interrupt: Informal style, where you are talking in a friendly & casual manner, with a big smile on makes them want to speak to you.

Pace: Don't be too fast or too slow, stay in the middle. Sound like a 'brings happiness to others' person.

Tone: Speak with high energy and in a personal manner, as if you have met a friend suddenly after a long time.

Tactics To Win: Giving social proof, personal rapport, usage of superlatives, repeating their name.

Mistakes To Avoid: Information overload, use of negations

Making The Ask: Use positivity and/or humor to make the ask. It appeals to them, as if you are bringing a cheer to their day. (Avoid doing this with Dominant or Calculative types)

Subconscious Driver: They are driven by emotion more than any other type. Hence a proposition that excites them will immediately get their attention.

Script

Greeting: Hey Randy, [user_fname] here at [user_companynamewordstwowords] calling you this morning/evening!

Opener: Now I know how much people love cold calls, so how about 30 seconds to tell you what I have for you?

Introduction: We have built an AI that predicts exactly what will build a solid relationship with each prospect before you even spend a minute with them.

Ask: Randy, leaders just like you at companies like [abc], [xyz] have been blown away with what they have seen, why don't we put 15 minutes on your calendar to show you if what I am saying is actually real, yeah?

Close: So morning at around [time] next [tuesday], shall we say? And is it [prospect_email]? Don't want to get that wrong you know!

👉 When Writing An Email

Subject: Personalized, catchy

Example: John, is this interesting?', 'Increasing sales conversion, together!' etc.

Salutation: Yes (Something casual)

Example: Use 'Hi', 'Hey' etc. (along with the first name)

Greeting: Yes (Say something interesting/unusual)

Example: Use unusual lines, like 'This has been quite a week', 'What a game yesterday' etc.

Emojis/GIFs:

Bullet Points: Avoid

Closing Line: Build excitement

Example: Something like 'So John, lets get the ball rolling?'

Complimentary Close: Unique, pleasant

Example: Something like 'Excited!', 'To a great partnership!' etc.

Tone of Words: Friendly, first-person

Overall Messaging: Focused on the person and relationship

Length of Mail: Long

Example: Maximum upto 150 words

👉 While Negotiating & Closing

The secret to closing fast with Randy is

- *Relationship and trust can be vital with them, sometimes more than anything else.*

Will you ever get a clear answer from Randy

- *They are unlikely to say no directly, you have to make that decision yourself.*

Insights For Deal Planning

How Fast (Or Slow) Will Randy Move?

- *They are not the fastest decision makers, their friendly approach can give false positive signals.*

Can Randy Take Some Risk Or Not?

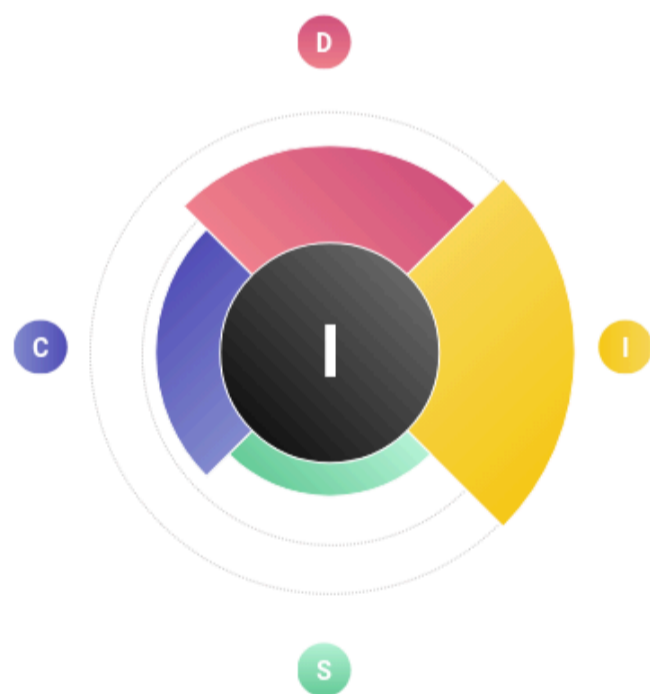
- *They can take certain risks that are unlikely to have personal consequences.*

You And Randy

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Randy'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.