



RIAAN J.

Inspirer
DISC Type : di

Operating Officer at TalentHubb
United States

Overview

Riaan J. is the Founder of TalentHubb, specializing in contract management, vendor relations, and driving cost efficiency in workforce programs. With over a decade of experience, he excels at managing MSP programs and building strong client partnerships. Colleagues often describe him as honest, detail-oriented, responsive, and a friendly team player.

As a leader, Riaan values building genuine trust and empathy, believing it is key to lifting up everyone around him. He is energized by opportunities to collaborate and help others overcome hurdles. His proactive and welcoming personality makes him a go-to person for brainstorming and problem-solving.

He is known for his dedication to candidates, providing constant follow-ups and encouragement even to those facing long-term unemployment.

Personality Overview

Generous **Fast Adopter** **Decisive**

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

Topics They Care About

Client-Centric Recruiting
Focuses on exceeding client expectations by delivering tailored recruiting and consulting solutions that build strong, lasting partnerships.

MSP Program Development
Experienced in spearheading and managing Managed Service Provider (MSP) programs to enhance operational efficiency and ensure compliance.

Workforce Cost Efficiency
Expertise in driving cost savings and optimizing value within workforce programs through strategic contract and vendor management.

Empathetic Leadership

Values building genuine trust and lifting up team members, believing in a mix of sharp business savvy and real empathy.

Proactive Problem-Solving

Frequently invites connections to brainstorm and solve problems, demonstrating a highly collaborative and helpful approach to overcoming business challenges.



Media Appearances

Riaan has no verified media appearances

Work History

- 3-2024
Operating Officer at TalentHubb
- 3-2024
Sourcing Specialist at TalentHubb
- 4-2022 - 1-2023
Director, Enterprise Accounts- Crowley Maritime
MSP at Magnit
- 5-2015 - 1-2023
Director, Enterprise Accounts - CSX MSP at Magnit
- 6-2015 - 4-2022
Director, Enterprise Accounts - Americold MSP at
Magnit

Education

Riaan has no verified education history

More Information

Social Presence :



Prographics :

Exp : **13** Location : **United States** Job Level : **Junior** Designation : **Operating Officer at TalentHubb**

Insights For Selling To Riaan

👉 During A Call Or A Meeting

DO's

- Focus on the big picture and the strategic value of your product
- Acknowledge their status and position during the conversation
- Keep your pitch focused on the impact but insert some anecdotes into it

DONT's

- Don't keep repeating the same information, it could make them impatient
- Don't be too verbose or overly friendly; a little bit, however, is fine
- Avoid focusing only on the product or its ROI, keep building trust subtly

👉 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: Riaan, this is [user_fname] at [user_companynameword1][user_companynameword2].

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 Riaan is

- *Belief in the value of the product, relationship and a sense of accomplishment matter the most.*

Will you ever get a clear answer from Riaan

- *They are not shy of saying no if they do not develop trust in your product.*

Insights For Deal Planning

How Fast (Or Slow) Will Riaan Move?

- *They can take fast decisions if they develop conviction in the product and find you trustworthy.*

Can Riaan Take Some Risk Or Not?

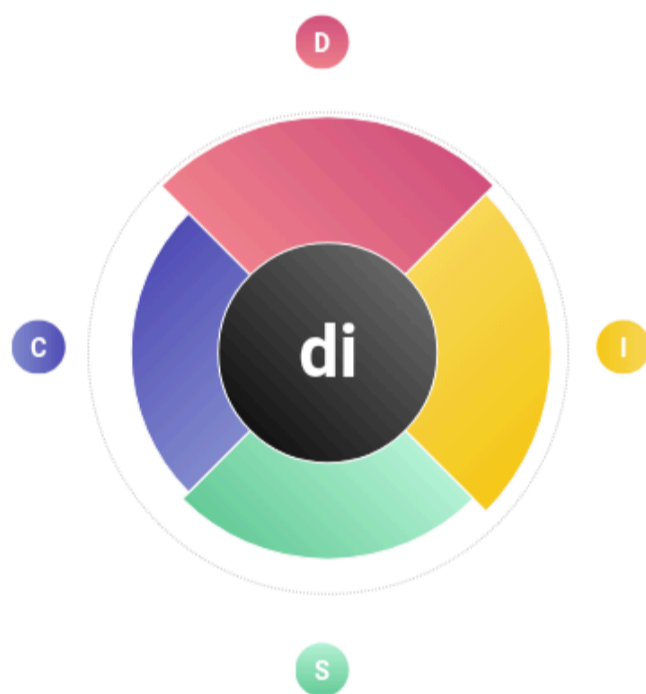
- *They have the capability of taking risky decisions if necessary.*

You And Riaan

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Riaan'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.