



# RISHVANT SINGH

**Observer**  
DISC Type : ci

**Software Engineer Intern at FoodBot**  
Muzaffarnagar, Uttar Pradesh, India

## Overview

Rishvant is a web developer and Computer Science student at IIIT Una, with internship experience at FoodBo and snackBAE. He focuses on building scalable products using the MERN stack and has a passion for writing clean logic, designing reliable systems, and creating intuitive interfaces.

As a tech enthusiast, Rishvants motto is "Creativity with Code! " He channels this passion by mentoring students at Precollege and previously led his universitys development team. He is constantly learning and enjoys turning new ideas into dependable software that solves real-world problems.

While leading his universitys development team, he spearheaded the complete redesign of the official college website.

## Personality Overview

**Assertive**

**Value Driven**

**Curious**

They are generally good communicators and can be hard to convince. They ask a lot of questions and rely heavily on information and collaterals. They can sound friendly and charming but can quickly change gears to become inquisitive and probing.

## Topics They Care About

### **Full-Stack Development**

Identifies as a passionate MERN Stack enthusiast with specific expertise in Node.js, building end-to-end web and mobile applications.

### **AI in FinTech**

Developed an AI-powered paper trading platform featuring real-time recommendations, sentiment analysis, and behavioral insights.

### **Enterprise Software**

Created an inventory management platform for enterprises to efficiently handle orders, bookings, sales, and purchases through a simple interface.

### Food Tech

Gained industry experience through internships at snackBAE and FoodBo, companies using tech-driven solutions to enhance customer relations for eateries.

### Mentorship & Leadership

Actively serves as a mentor for Precollege and previously held the position of Developer Lead for the DevTeam at IIIT Una.

### Cloud Engineering

[Predicted] His pursuit of a certification in "Preparing for Your Associate Cloud Engineer Journey" signals a strong interest in cloud technologies and infrastructure.



## Media Appearances

Rishvant has no verified media appearances

## Work History

- 6-2025  
Software Engineer Intern at FoodBot
- 1-2025 - 2-2025  
Backend Developer at Kartavya Technology
- 6-2024 - 8-2024  
Full Stack Developer at snackBAE
- 4-2024 - 6-2025  
Mentor at Precollege
- 4-2024 - 5-2025  
Developer Lead (DevTeam) at Indian Institute of Information Technology Una

## Education

- 11-2022 - 6-2026  
Bachelor of Technology - BTech from Indian Institute of Information Technology Una
- 9-2021 - 8-2022  
Joint Entrance Examination (JEE) coaching from Vedantu

## More Information

### Social Presence :



### Prographics :

Exp : 1    Location : **Muzaffarnagar, Uttar Pradesh, India**    Job Level : **Junior**    Designation : **Software Engineer Intern at FoodBot**

# Insights For Selling To Rishvant

## 👉 During A Call Or A Meeting

### DO's

- Persuade objectively how your product will help them achieve their goals
- Invite them for a social do but don't rely solely on the relationship
- Build rapport, it will come handy to handle hard questions later

### DONT's

- Don't try to rush them into a decision, provide all necessary information first
- Don't rely excessively on your relationship with them to win the deal
- Don't be too objective but make sure to pad your storytelling with data points

## 👉 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 Rishvant, 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:** Exciting but objective

*Example: Making it personalized, 'Changing how to sell' etc.*

**Salutation:** Yes (Something usual)

*Example: Use 'Hi' (along with the first name)*

**Greeting:** No

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

**Emojis/GIFs:**

**Bullet Points:** Could use

**Closing Line:** Logically summarize, keep high energy

*Example: Something like 'If these points make it clear, lets wrap this up at 11am?'*

**Complimentary Close:** Unique or standard

*Example: Something like 'Looking forward!', 'To new beginnings!' etc.*

**Tone of Words:** Confident, informational

**Overall Messaging:** Focused on generating excitement while staying objective

**Length of Mail:** Medium

*Example: Ideally upto 120-130 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Rishvant is

- *Proven value, strong testimonials are important for them, rapport can impact decisions a little.*

Will you ever get a clear answer from Rishvant

- *They are practical and friendly, don't expect a clear-cut response often.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Rishvant Move?

- *They like to perform full analysis and can take time to make any decision.*

Can Rishvant Take Some Risk Or Not?

- *They weigh all decisions systematically and are unlikely to take many risks.*

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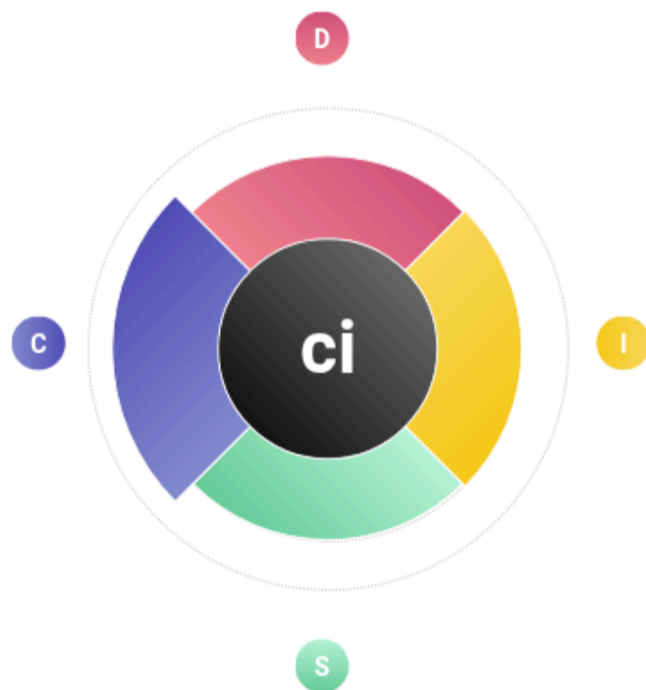
## You And Rishvant

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Rishvant'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.

### 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.