



RODRIGO PERESTRELO

Commander
DISC Type : D

Analista de compliance e PLD Pl. at Banco Rendimento
São Paulo, São Paulo, Brazil

Overview

Rodrigo has no verified overview

👤 Personality Overview

Risk-Taker **Impact-Driven** **Decisive**

They take a lot of pride in personal achievements. More than the product, they care about the impact of the product. They like to move fast and expect the same from others.

👤 Topics They Care About

Rodrigo has no verified topics they care about

Media Appearances

Rodrigo has no verified media appearances

Work History

- 8-2022
Analista de compliance e PLD Pl. at Banco Rendimento
- 9-2020 - 8-2022
Analista de compliance e PLD Jr. at Banco Rendimento
- 10-2017 - 4-2020
Analista de novos negócios jr at Tailor Exchange Corretora de Câmbio e Serviços Financeiros LTDA.
- 9-2017 - 4-2018
Estagiário at Tailor Consulting
- 4-2015 - 3-2016
Estagiário at Prefeitura de Caieiras

Education

- 3-2025 - 6-2026
Pós-graduação Lato Sensu - Especialização from FECAP
- 2014 - 2018
Bacharelado em Administração from Universidade Paulista

More Information

Social Presence :



Prographics :

Exp : 9 Location : **São Paulo, São Paulo, Brazil** Job Level : **N/A**

Designation : **Analista de compliance e PLD PI. at Banco Rendimento**

Insights For Selling To Rodrigo

👉 During A Call Or A Meeting

DO's

- Get to the point quickly instead of spending time doing small talk
- Refer to testimonials from well-known industry leaders
- Hold your ground without indulging in one-upmanship

DONT's

- Avoid being a storyteller and don't try to oversell
- Do not back off when challenged, respond with a confident, objective answer instead
- Don't try too hard to forge relationships with 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: Rodrigo, 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: To the point

Example: Personalization', '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: Clearly state your ask

Example: Something like 'Can we get on a call tomorrow at 1100 hours and finalize this?'

Complimentary Close: None or standard

Example: Skip 'Warm regards', 'Best wishes' etc., just write your name

Tone of Words: Confident, challenging

Overall Messaging: Focused on results

Length of Mail: Very Short

Example: Less than 75 words

👉 While Negotiating & Closing

The secret to closing fast with Rodrigo is

- *Conviction around the impact matters the most to them, followed by a sense of achievement and ROI.*

Will you ever get a clear answer from Rodrigo

- *If they are not convinced, they will say no without any hesitation.*

Insights For Deal Planning

How Fast (Or Slow) Will Rodrigo Move?

- *They can reach decisions fairly quickly if they are convinced.*

Can Rodrigo Take Some Risk Or Not?

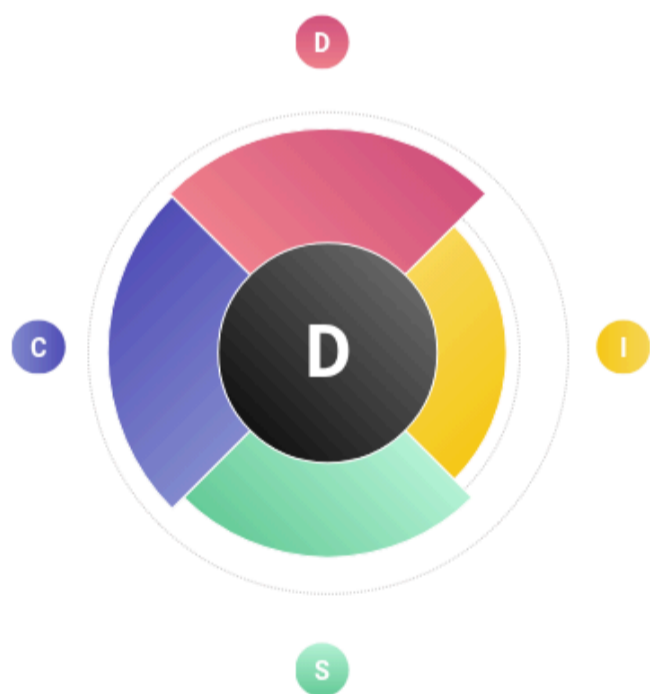
- *They don't mind risks but can be quite binary about them.*

You And Rodrigo

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Rodrigo'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.