



RUPALI GOYAL

Questioner
DISC Type : c

Technical Lead at Oracle
India

Overview

Rupali Goyal is a strategic Engineering Lead at Oracle, specializing in scaling AI/ML infrastructure and cloud-native Java microservices. With a focus on OCI, she leads high-performing teams in designing systems that handle millions of requests. She earned her B. Tech. from Northern India Engineering College.

She received a Kaizen Award for designing and implementing an automated solution to replace a monotonous daily manual job, highlighting her focus on efficiency.

👍 Personality Overview

Not Easily Convinced **Systematic** **Value Seeker**

They generally do not appreciate an overfriendly approach and prefer to stay to-the-point. They prefer to fully evaluate every situation. They are more likely than others to negotiate on pricing and terms.

👍 Topics They Care About

- AI/ML Infrastructure**
Leads the development of Compute APIs for scalable data and AI/ML workloads on Oracle's AI Data Platform, focusing on high-performance systems.
- Cloud-Native Systems**
Focuses on building and scaling microservices on Oracle Cloud Infrastructure (OCI) designed for high availability in distributed cloud environments.
- Agile Team Leadership**
Specializes in managing and mentoring engineering teams of 8-12 members through the full software development lifecycle to streamline delivery.

Process Automation

Earned a Kaizen Award for proactively suggesting and implementing an automated solution to replace a monotonous and manual daily task.

Engineering Mentorship

[Predicted] Based on her experience leading and mentoring a team of 10 engineers at Amdocs, she likely values developing technical talent.



Media Appearances

Rupali has no verified media appearances

Work History

- 10-2018
Technical Lead at Oracle
- 3-2018 - 9-2018
Java Developer at Goldman Sachs
- 10-2016 - 2-2018
Software Development Team Lead at Amdocs
- 7-2014 - 9-2016
Software Developer Advanced at Amdocs
- 12-2013 - 7-2014
Senior Subject Matter Expert at Amdocs

Education

- 2006 - 2010
Bachelor of Technology (B.Tech.) from Northern India Engineering College, GGSIPU
- 2003 - 2005
XII from Little Flowers Senior Secondary School

More Information

Social Presence :



Prographics :

Exp : **15** Location : **India** Job Level : **Mid-senior** Designation : **Technical Lead at Oracle**

Insights For Selling To Rupali

👉 During A Call Or A Meeting

DO's

- Emphasise more on facts and measurable benefits
- Tell them that you will come back if you don't have a good answer for a question
- Back up any claims with data and numbers

DONT's

- Avoid phrases like 'do not worry about', 'no one compares to' etc.
- Avoid rushing them, be polite and patient
- Don't depend too much on anecdotal evidence, it reduces their confidence

👉 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 Rupali, 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 Rupali is

- *Confidence that the product provides ROI, effective pricing and process adherence matter the most to them.*

Will you ever get a clear answer from Rupali

- *It doesn't come naturally to them but they can say no if they are not convinced.*

Insights For Deal Planning

How Fast (Or Slow) Will Rupali Move?

- *They can move at a reasonable pace while making their decisions if they have the necessary information.*

Can Rupali Take Some Risk Or Not?

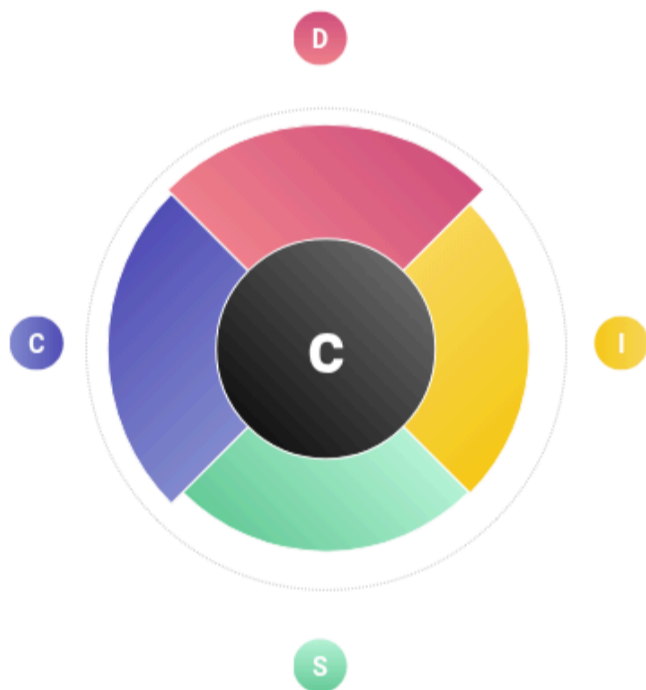
- *If they believe that they have analyzed the situation well, they can take a little risk.*

You And Rupali

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Rupali'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.