



RYAN LEDGER

Inquirer
DISC Type : cd

Executive Sales & Sales Support Recruiter & Account Executive at Top Talent Recruiting
Boston, Massachusetts, United States

Overview

Ryan has no verified overview

Personality Overview

ROI Conscious

Judgemental

Hard To Convince

They respond well to confident salespeople. They can be nudged to make faster decisions by offering what they value. They don't always try to control the conversation but neither do they like yielding it fully.

Topics They Care About

Ryan has no verified topics they care about

Media Appearances

Ryan has no verified media appearances

Work History

- 1-2019
Executive Sales & Sales Support Recruiter & Account Executive at Top Talent Recruiting
- 3-1999 - 12-2018
Principal Consultant, Account Executive & Recruiter, Accounting & Finance at WinterWyman Search
- 1996 - 1999
Senior Account Executive, Allied Health & Nursing at Core Medical Group
- 1995 - 1996
Technical Sales Support / Laboratory Products at Schleicher & Schuell

Education

- 1991 - 1995
Bachelor of Science - BS from Plymouth State University

More Information

Social Presence :



Prographics :

Exp : 29 Location : **Boston, Massachusetts, United States** Job Level : **N/A**

Designation : **Executive Sales & Sales Support Recruiter & Account Executive at Top Talent Recruiting**

Insights For Selling To Ryan

👉 During A Call Or A Meeting

DO's

- Refer to testimonials from others in similar positions
- Get to the point quickly instead of spending too much time on pleasantries
- Make sure that you you respond to any queries from them quickly

DONT's

- Avoid repeating yourself or making generalizations
- Don't expect them to change their mind quickly if they say no once
- Don't try to be an alpha salesperson, give them equal space

👉 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 Ryan, 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: To the point, measured

Example: Will this work?', '6.2% revenue impact' etc.

Salutation: No

Example: Skip 'Hi', 'Hey' etc., use only the first name

Greeting: No

Example: Skip usual 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: Something simple like 'Thanks', 'Regards', or nothing at all.

Tone of Words: Confident, direct

Overall Messaging: Focused on measurable results

Length of Mail: Very Short

Example: Less than 100 words

👉 While Negotiating & Closing

The secret to closing fast with Ryan is

- *Confidence in the product plays an important role, followed by powerful testimonials.*

Will you ever get a clear answer from Ryan

- *They might hesitate a little, but they will say no if they are not convinced.*

Insights For Deal Planning

How Fast (Or Slow) Will Ryan Move?

- *Their decision making speed is somewhere in the middle.*

Can Ryan Take Some Risk Or Not?

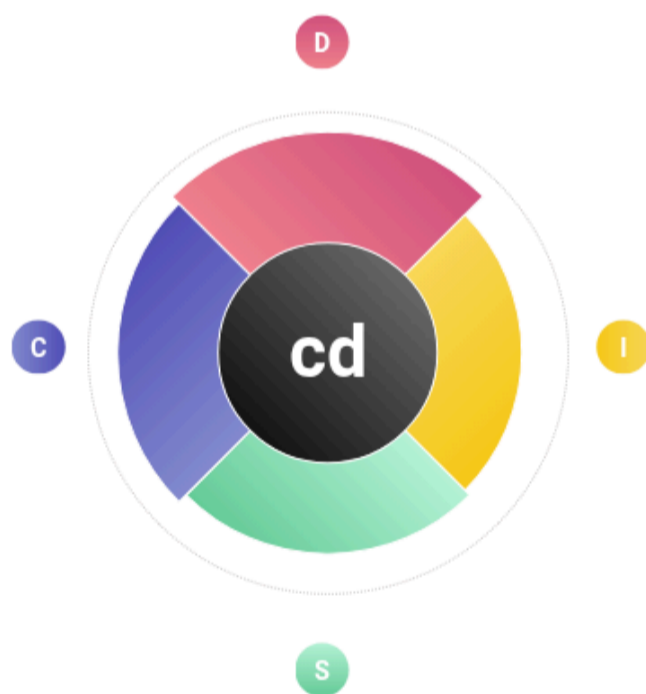
- *Once they have analyzed the pros and cons, they can take some risks.*

You And Ryan

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Ryan'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.

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.