



## RYAN MARSHALL

Observer

DISC Type : ci

Payment Operations Team Lead at DailyPay

Andover, Minnesota, United States

### Overview

Ryan has no verified overview

#### 👉 Personality Overview

Curious

Example Seeker

Assertive

They often ask many questions and rely heavily on information and documentation. They are generally strong communicators and are not easy to convince. They can sound friendly and charming but can quickly change gears to become inquisitive and probing.

#### 👉 Topics They Care About

Ryan has no verified topics they care about

### Media Appearances

Ryan has no verified media appearances

### Work History

- 4-2025  
Payment Operations Team Lead at DailyPay
- 3-2023 - 4-2025  
Payment Operations Lead at DailyPay
- 3-2022 - 3-2023  
Senior Payment Operations Analyst at DailyPay
- 11-2020 - 3-2022  
Payment Operations Analyst at DailyPay
- 7-2020 - 11-2020  
Director of Prospect Development at Concordia University-St. Paul

### Education

- 2007 - 2010  
Bachelor of Arts (B.A.) from Concordia University-St. Paul

## More Information

Social Presence :



Prographics :

Exp : **15** Location : **Andover, Minnesota, United States** Job Level : **Mid-senior**

Designation : **Payment Operations Team Lead at DailyPay**

## Insights For Selling To Ryan

### 👉 During A Call Or A Meeting

#### DO's

- Help them understand the risk aspect fully while inspiring confidence
- Help them realize that there is no personal risk in making this decision
- Focus on immediate action-items rather than the larger goals

#### DONT's

- Don't be too objective but make sure to pad your storytelling with data points
- Don't brush off any concerns, take all questions seriously
- Don't try to rush them into a decision, provide all necessary information first

## 👉 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:** 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 Ryan is

- *Clear proof of product value matters to them, followed by others' testimonials and rapport.*

Will you ever get a clear answer from Ryan

- *They are practical yet friendly, don't expect a clear no very often.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Ryan Move?

- *They like to analyze well and then make their decisions.*

Can Ryan Take Some Risk Or Not?

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

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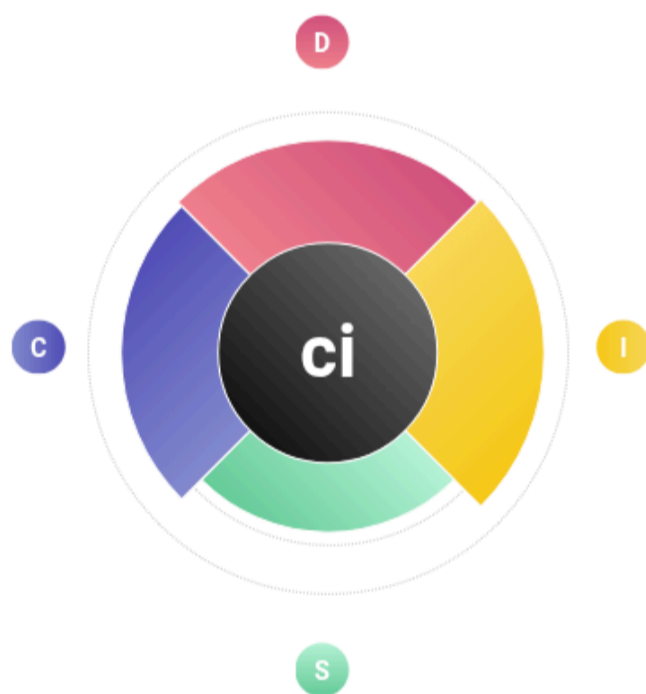
## You And Ryan

### Personality Compatibility

Not enough data to show compatibility comparison

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## 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.

### 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.