



## SAHIL SETH

**Doer**  
DISC Type : ds

**Head of Product : Global Vacation Rentals, Flights and Cars at Tripadvisor**  
India

### Overview

Sahil is an accomplished product and strategy leader with 14 years of experience, currently serving as the Head of Product for Global Vacation Rentals, Flights, and Cars at Tripadvisor. He has a B-tech degree and is described by colleagues as a dedicated, collaborative, and action-oriented leader who excels at guiding teams from vision to execution.

He fosters an inclusive and connected team culture, believing that strong team bonds and trust are crucial for success. His motivation stems from a deep understanding of problem-solving, focusing on defining key challenges and implementing effective solutions to create customer-centric digital products for millions of travelers.

Unique fact: Sahil was recognized with a Service Strategy Award, a coveted honor awarded to only a few individuals among approximately 2500 employees.

### Personality Overview

**Strategic Planner**      **Long-term Focused**      **Results Focused**

They are very professional in their approach and can weigh multiple perspectives together. They might take some time to make their mind up but once they do, they don't change it easily. Reading between the lines and seeing beyond your words comes naturally to them.

### Topics They Care About

**Digital Traveler Experience**  
Leads global teams creating customer-centric digital solutions for millions of travelers booking flights, vacation rentals, and cars on Tripadvisor.

**Team Leadership & Culture**  
Emphasizes the importance of team bonding and trust, recently highlighting a team offsite as an opportunity to deepen connections and align aspirations.

**Strategic Problem-Solving**

States that his motivation comes from understanding why a problem should be solved and thrives on combining strategy with effective implementation.

### AI in Travel

Showed interest in the application of new technology in the travel industry by posting about trip planning becoming "artificially intelligent".

### Product Roadmapping

His professional summary highlights his proficiency in defining strategic roadmaps and guiding software development from vision to execution.

### Mentorship & Growth

Expressed gratitude to his mentors for their guidance and support upon starting his new role at Tripadvisor, indicating a value for professional growth. [Predicted]



## Media Appearances

Sahil has no verified media appearances

## Work History

- 6-2023  
Head of Product : Global Vacation Rentals, Flights and Cars at Tripadvisor
- 3-2022 - 7-2023  
Senior TPM at Expedia Group
- 6-2021 - 4-2022  
Technical Product Manager at Expedia Group
- 10-2019 - 6-2021  
Assistant Vice President at SBI Card
- 6-2017 - 10-2019  
Senior Manager at GE Capital

## Education

- 2012 - 2013  
Business Leadership Program from School Of Inspired Leadership
- 2005 - 2009  
B-tech from Jaypee Institute Of Information Technology

## More Information

### Social Presence :



### Prographics :

Exp : **16** Location : **India** Job Level : **Mid-senior**

Designation : **Head of Product : Global Vacation Rentals, Flights and Cars at Tripadvisor**

# Insights For Selling To Sahil

## 👉 During A Call Or A Meeting

### DO's

- Suggest clear next steps with confidence, don't be vague or hesitant
- Focus on the results that your product produces, expect some strategic questions in return
- Use phrases like 'your team deserves', 'best in class' etc.

### DONT's

- Don't go over them unless you are left with no other option
- Don't get into pricing discussions early on, steer conversation towards proven results
- Don't shy away from asking hard questions, but be extra polite

## 👉 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:** Sahil, this is [user\_fname] at [user\_companynamewordstwowords].

**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, formal

*Example: Personalized sales funnel', '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:** Formally state your ask

*Example: Something like 'If you are available tomorrow, shall we discuss this?'*

**Complimentary Close:** None or standard

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

**Tone of Words:** Confident with a formal touch

**Overall Messaging:** Focused on output

**Length of Mail:** Short

*Example: Maximum upto 100-120 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Sahil is

- *Strong proof of impact and their conviction will matter the most, but they wouldn't want to act unilaterally either*

Will you ever get a clear answer from Sahil

- *They will say no if they are not convinced but you will have to prompt them.*

## Insights For Deal Planning

How Fast (Or Slow) Will Sahil Move?

- *They will want to understand things well but can move fast once they have a clear picture.*

Can Sahil Take Some Risk Or Not?

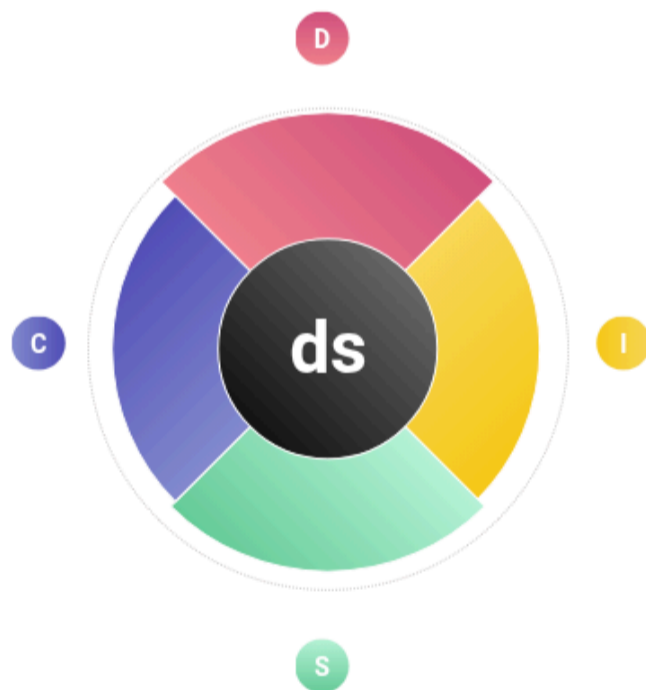
- *They have good risk tolerance but are likely to think it through once or twice.*

## You And Sahil

### Personality Compatibility

Not enough data to show compatibility comparison

## DISC Profile : Sahil'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.

### **STEADINESS**

Steadiness(S) reflects the degree to which a person is likely to focus on cooperation, support and taking everyone along. Those scoring high tend to be consistent and calm, are excited about the opportunity to collaborate and partner and could sometimes be indecisive or overly accommodating.