



SAM KING

Commander
DISC Type : D

Senior Manager, Scaled Customer Success at Samsara
Fort Myers, Florida, United States

Overview

Sam has no verified overview

Personality Overview

Strong-Willed

Risk-Taker

Very Quick

They like to be in a position where they can control the conversation and terms. They are very proud of what they do. They are not focused on building rapport and relationships.

Topics They Care About

Sam has no verified topics they care about

Media Appearances

Sam has no verified media appearances

Work History

- 8-2025
Senior Manager, Scaled Customer Success at Samsara
- 3-2022 - 7-2025
Manager, Scaled Customer Success at Samsara
- 4-2020 - 3-2022
Senior Manager, Customer Success - Marketing at Gartner
- 8-2019 - 3-2020
Manager, Customer Success - Strategic Accounts at Gartner
- 2-2016 - 7-2019
Manager, Customer Success - Marketing at Gartner

Education

- 2010 - 2011
Master of Science from Florida State University
- 2006 - 2010
Bachelor of Science from Florida State University

More Information

Social Presence :



Prographics :

Exp : 9 Location : **Fort Myers, Florida, United States** Job Level : **Middle**

Designation : **Senior Manager, Scaled Customer Success at Samsara**

Insights For Selling To Sam

👉 During A Call Or A Meeting

DO's

- Refer to testimonials from well-known industry leaders
- Help them weigh the risks by sharing objective proof points without becoming too analytical
- Hold your ground without indulging in one-upmanship

DONT's

- Do not spend too much time focusing on product tech or features
- Don't try too hard to forge relationships with them
- Do not hesitate from asking counter questions, just avoid challenging their authority

👉 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: Sam, 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

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 Sam 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 Sam

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

Insights For Deal Planning

How Fast (Or Slow) Will Sam Move?

- *They can take decisions very fast if you manage to convince them.*

Can Sam Take Some Risk Or Not?

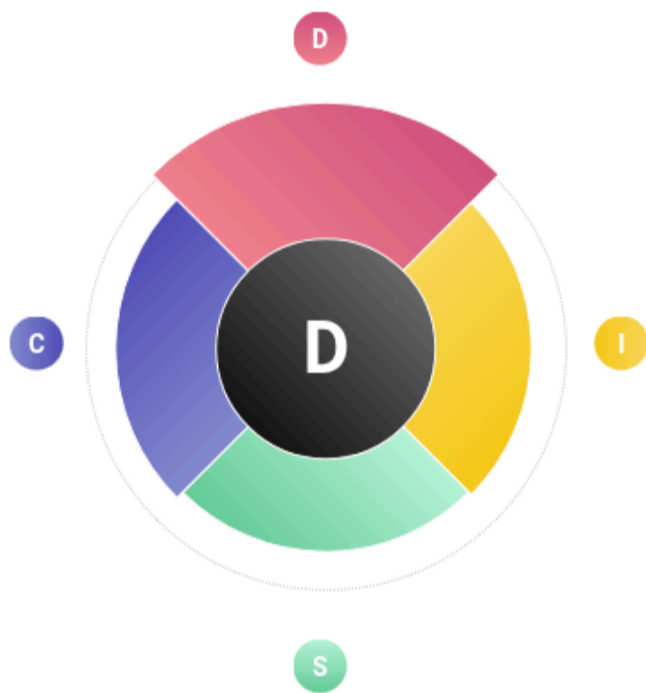
- *The risks don't matter much to them.*

You And Sam

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Sam'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.