



SAM LIN

Inquirer
DISC Type : cd

Vice President Operations at Nationwide
Bridgewater, New Jersey, United States

Overview

Sam Lin is the Vice President of Operations at Nationwide, focusing on the Alternative Ventures & Emerging Markets team. His career includes previous vice president roles at AIG, showcasing a strong background in the insurance industry. He holds a Bachelor of Arts from Syracuse University's Martin J. Whitman School of Management.

There is no publicly available information about Sam's personal life, hobbies, or interests outside of his professional career.

He started his current role at Nationwide after a successful tenure at AIG, signaling a key career move into new and emerging business areas.

👉 Personality Overview

Demanding **Hard To Convince** **Judgemental**

They focus on objectivity in a pitch and pay little attention to bells and whistles. They don't always try to control the conversation but neither do they like yielding it fully. They can be nudged to make faster decisions by offering what they value.

👉 Topics They Care About

- Alternative Ventures**
His current role is on Nationwide's Alternative Ventures & Emerging Markets team, indicating a professional focus on non-traditional investment and business opportunities.
- Emerging Markets**
As part of his team's focus at Nationwide, he is involved in identifying and developing business in new and emerging market segments.
- Operations Management**
His title is Vice President of Operations, which points to a core expertise in managing and optimizing business processes for efficiency and growth.

Syracuse Orange

[Predicted] Based on his attendance at Syracuse University, he may follow the school's sports teams.



Media Appearances

Sam has no verified media appearances

Work History

- 10-2024
Vice President Operations at Nationwide
- 5-2019 - 7-2024
Vice President at AIG
- 11-2001 - 11-2024
Assistant Vice President at AIG

Education

- 1989 - 1993
Bachelor of Arts (B.A.) from Syracuse University -
Martin J. Whitman School of Management

More Information

Social Presence :



Prographics :

Exp : **24** Location : **Bridgewater, New Jersey, United States** Job Level : **Senior**

Designation : **Vice President Operations at Nationwide**

Insights For Selling To Sam

👉 During A Call Or A Meeting

DO's

- Stress on the business value that your product offers
- Refer to testimonials from others in similar positions
- Make sure that you you respond to any queries from them quickly

DONT's

- Avoid repeating yourself or making generalizations
- Refrain from asking too many questions
- 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 Sam, 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 Sam is

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

Will you ever get a clear answer from Sam

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

Insights For Deal Planning

How Fast (Or Slow) Will Sam Move?

- *They are neither the fastest decision makers nor the slowest.*

Can Sam Take Some Risk Or Not?

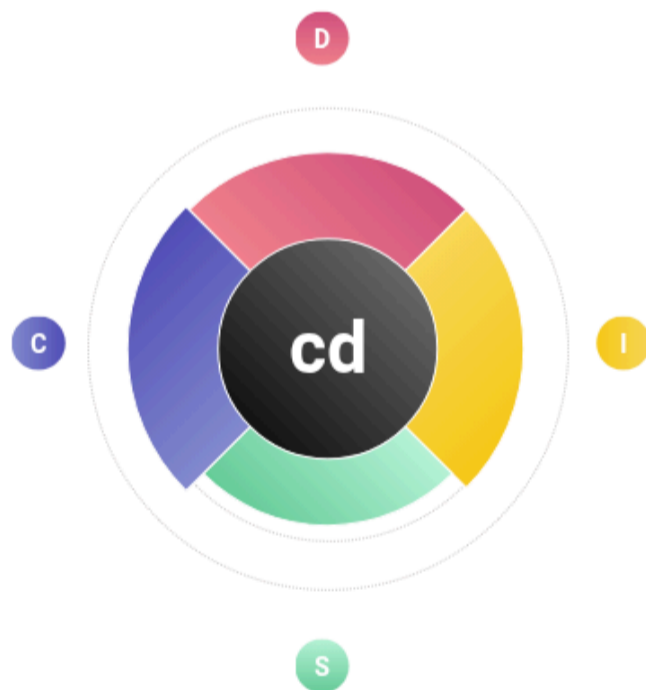
- *Once they have analyzed the pros and cons, they can take some risks.*

You And Sam

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Sam'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.