



SAMEER MORE

Sharpshooter
DISC Type : DC

Vice President - PMO & Client Success at Lirio
Greater Boston, United States

Overview

Sameer has no verified overview

👉 Personality Overview

Rigorous & Demanding **Fast But Analytical** **ROI Driven**

They respond well to strong and respectful communication. They like to stay in control of the negotiation or defining of the terms. They put a lot of effort into ensuring personal success.

👉 Topics They Care About

Sameer has no verified topics they care about

Media Appearances

Sameer has no verified media appearances

Work History

- 7-2025
Vice President - PMO & Client Success at Lirio
- 8-2021 - 7-2025
Director Solutions Management at Philips
- 2-2016 - 7-2021
Sr Director -Product Management & Implementation
- AcuteCare EHR at eClinicalWorks
- 11-2013 - 2-2016
Director of Implementation - Ambulatory EHR & RCM
at eClinicalWorks
- 11-2012 - 2-2014
Technical Program Manager - Move to Cloud at
eClinicalWorks

Education

- 2020 - 2021
Executive MBA - PLD from Harvard Business School
- 2002 - 2004
Master of Science from Northeastern University

More Information

Social Presence :



Prographics :

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

Designation : **Vice President - PMO & Client Success at Lirio**

Insights For Selling To Sameer

👉 During A Call Or A Meeting

DO's

- Help them weigh the risks by sharing objective proof points without becoming too analytical
- Get to the point quickly instead of spending time doing small talk
- Speak about competitive differentiation that your product offers

DONT's

- Do not spend too much time focusing on product tech or features
- Avoid being a storyteller and don't try to oversell
- 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: Sameer, 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, 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 Sameer is

- *Confidence in impact is paramount to them, followed by a sense of achievement and ROI.*

Will you ever get a clear answer from Sameer

- *If they decide not to go ahead, they will say no without hesitation.*

Insights For Deal Planning

How Fast (Or Slow) Will Sameer Move?

- *If convinced, they can reach decisions quite fast.*

Can Sameer Take Some Risk Or Not?

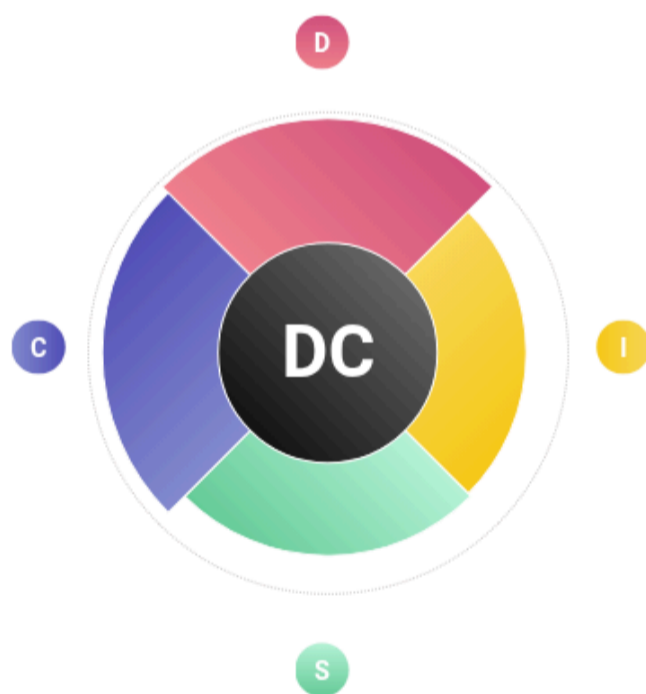
- *They do not shy away from taking risks, but can be quite binary about them.*

You And Sameer

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Sameer'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.

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.