



SAMEER SHOAIB

Critic
DISC Type : C

Co-Founder at Datasaki
San Francisco, California, United States

Overview

Sameer Shoib is a product-focused founder and engineer currently building Datasaki, an AI copilot for factory operations teams. A two-time founder, his previous ventures generated over \$4M in ARR and reached 3M+ users. He holds degrees from the University of Arizona and UC Berkeley.

He is passionate about fostering the next generation of entrepreneurs, serving as a mentor at Plaksha University and a venture scout for GoAhead Ventures. He actively seeks knowledge from seasoned founders, sharing insights from leaders at companies like Antler and Carousell. Colleagues describe him as an inspiring, innovative, and creative problem-solver.

Unique fact: Sameer was selected for the prestigious Antler Singapore Entrepreneur in Residence program to build and scale his latest company, Datasaki.

Personality Overview

Information Seeker **Negotiator** **Precise**

They like to take decisions independently and do not seek others' support often. They prefer to analyze logically and value objective facts over emotions. Unless the value is proven by data, they are unlikely to value fancy features.

Topics They Care About

- AI in Manufacturing**
His current startup, Datasaki, is an AI-native copilot that helps factory OT teams make sense of machine data and reduce downtime.
- Startup Fundraising**
He has successfully raised over \$4.6M across his ventures and was recently selected for the Antler accelerator program, which invests in early-stage companies.
- Healthcare Accessibility**
Co-founded Callthedoc, the first healthcare aggregator for Tier 2/3 cities, scaling it to serve over 100,000 customers.

IoT & Smart Cities

His startup FuSmln worked on smart city deployments with Cisco, and he was part of a top-ranked Global Center of Excellence for IoT applications.

Mentoring Founders

Actively mentors at Plaksha University and scouts early-stage startups for GoAhead Ventures, evaluating their business models and scalability.

Venture Scouting

[Predicted] As a Venture Scout, he is likely interested in identifying market trends and discovering high-potential startups for investment.



Media Appearances

Sameer has no verified media appearances

Work History

- 5-2025
Co-Founder at Datasaki
- 10-2024 - 2-2025
Venture Scout at GoAhead Ventures
- 10-2024 - 11-2024
Entrepreneurial Lead at National Science Foundation (NSF)
- 11-2018 - 10-2024
Co-Founder & Chief Operating Officer at Callthedoc
- 6-2015 - 11-2018
Co-Founder & Chief Executive Officer at FuSmln

Education

- Master of Science - MS from University of Arizona - Graduate College
- Executive Education for Entrepreneurs from University of California, Berkeley, Haas School of Business

More Information

Social Presence :



Prographics :

Exp : **10** Location : **San Francisco, California, United States** Job Level : **Leadership** Designation : **Co-Founder at Datasaki**

Insights For Selling To Sameer

👉 During A Call Or A Meeting

DO's

- Be formal and objective, they will appreciate it more
- Don't forget to mention how you compare to competition on both features and pricing
- Use phrases like 'expect X% improvement', 'data clearly shows' etc.

DONT's

- Don't try to give too many examples of other users, they like to make their own decisions
- Avoid pushing them too much to involve other stakeholders unless it is critical
- Don't rush them till they have clearly gotten all the necessary information

👉 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 Sameer, 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: Objective

Example: Getting personalization right, '40% increase' etc.

Salutation: Yes (Something usual)

Example: Use 'Hi' or only the first name

Greeting: No

Example: Skip lines like 'I hope you are doing well'

Emojis/GIFs:

Bullet Points: Recommended

Closing Line: Logically summarize/ask

Example: Something like 'If these points make sense, shall we speak tomorrow?'

Complimentary Close: None or formal

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

Tone of Words: Objective, informational

Overall Messaging: Focused on allaying doubts and ROI

Length of Mail: Short

Example: Ideally upto 100-120 words

👉 While Negotiating & Closing

The secret to closing fast with Sameer is

- *Proof of ROI, low pricing and objective proof points are the important factors for them.*

Will you ever get a clear answer from Sameer

- *They do not mind saying no if they believe that it is the right decision.*

Insights For Deal Planning

How Fast (Or Slow) Will Sameer Move?

- *Their decision-making is neither very fast nor very slow, they are somewhere in between.*

Can Sameer Take Some Risk Or Not?

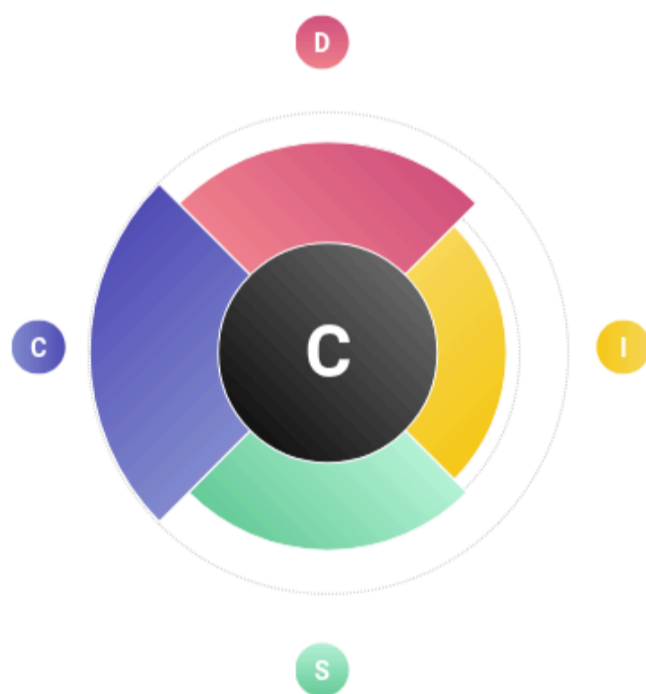
- *They can take risks if their analysis shows that it would be worth it.*

You And Sameer

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Sameer'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.