



SAMIR WATTAR

Pioneer
DISC Type : dsi

Chief Operating Officer at Layne's Chicken Fingers
Dallas-Fort Worth Metroplex, United States

Overview

Samir has no verified overview

👉 Personality Overview

Dynamic But Sincere **Driven But Considerate** **Friendly But Fast**

If they are convinced, they can become very strong champions for your product. They have the unique ability to win both love and respect from their team (or outsiders). They combine a unique set of diverse traits where they are fast and friendly but can slow down to be thorough when needed.

👉 Topics They Care About

Samir has no verified topics they care about

Media Appearances

Samir has no verified media appearances

Work History

- 2-2021
Chief Operating Officer at Layne's Chicken Fingers
- 1-2019 - 2-2021
Vice President of Supply Chain and Franchise Development at Fuzzy's Taco Shop
- 10-2017 - 12-2018
Vice President of Supply Chain and Franchise Development at MOOYAH Burgers Fries and Shakes
- 9-2015 - 10-2017
Vice President of Operations and Procurement at MOOYAH Burgers Fries and Shakes
- 7-2013 - 9-2015
Director of Operations and Procurement at MOOYAH Burgers Fries and Shakes

Education

- Business Management from Louisiana State University
- Bachelor of Business Administration - BBA from Louisiana Tech University College of Business

More Information

Social Presence :



Prographics :

Exp : **18** Location : **Dallas-Fort Worth Metroplex, United States** Job Level : **Leadership**

Designation : **Chief Operating Officer at Layne's Chicken Fingers**

Insights For Selling To Samir

👉 During A Call Or A Meeting

DO's

- Ask them for a lunch or coffee once some rapport has been established
- Build a trustworthy relationship while keeping the product center-stage
- Showcase existing customers and use case-studies to grab their attention

DONT's

- Don't be too verbose or overly friendly; a little bit, however, is fine
- Avoid focusing only on the product or its ROI, keep building trust subtly
- Don't hesitate from asking questions or pushing them, but take a formal approach

👉 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: Samir, 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 Samir is

- *Nothing less than a strong combination of proof of results, relationship and high levels of professionalism is effective with them.*

Will you ever get a clear answer from Samir

- *They can say no while staying friendly, but can also be persuaded to reconsider*

Insights For Deal Planning

How Fast (Or Slow) Will Samir Move?

- *They are generally fast movers and can take quick decisions*

Can Samir Take Some Risk Or Not?

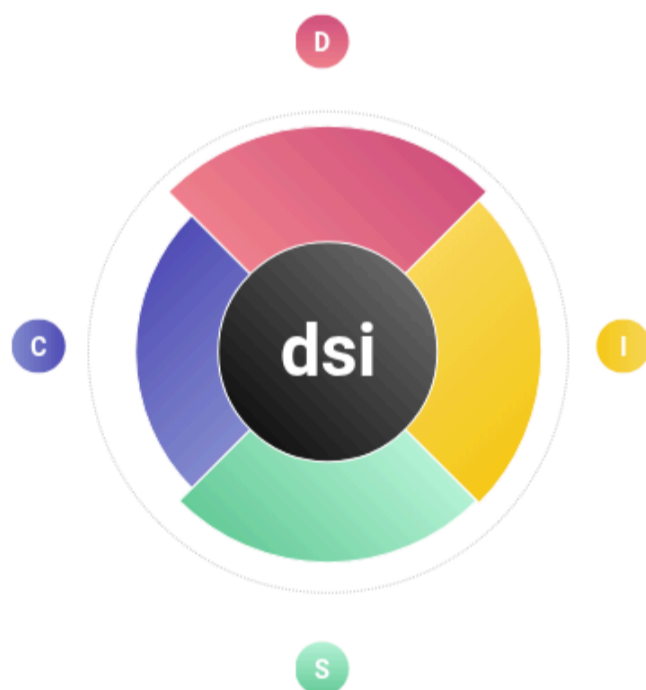
- *They have high risk-appetite but can get ahead of themselves once in a while. Observe carefully*

You And Samir

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Samir'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.

INFLUENCE

Influence(I) reflects the degree to which a person prefers to work by influencing or persuading others. Those scoring high tend to be people oriented, are motivated by social recognition and building relationships and can be described as warm and enthusiastic in general.