



SANDEEP RAVI

Questioner
DISC Type : c

Cyber Security Analyst at UGYAN TECH SOLUTIONS
Dublin, County Dublin, Ireland

Overview

Sandeep Ravi is a Cyber Security Analyst specializing in Security Operations (SOC) and Identity & Access Management (IAM). A graduate of Dublin Business School with an MS in Cyber Security, he is certified in CompTIA Security+, AWS, and Azure, using SIEM tools to strengthen security posture.

He recently completed an IBM module on applying Generative AI to Cybersecurity, showing a proactive interest in emerging security technologies.

👉 Personality Overview

Systematic

Not Easily Convinced

Cautious & Analytical

They prefer to fully evaluate every situation. It is quite likely of them to ask for pricing or other concessions. While they don't hesitate to ask questions, they are generally risk-averse and tend to be late adopters.

👉 Topics They Care About

Identity & Access (IAM)

Has over two years of experience designing policies, managing MFA/privileged access with tools like Okta and Azure AD, and reducing unauthorized access risks.

Security Operations (SOC)

He is actively pivoting his career to focus on SOC frontline roles, including real-time threat monitoring, SIEM event analysis, and incident response.

Cybersecurity Upskilling

Consistently pursues new knowledge, recently earning the CompTIA Security+ certification and completing skill modules on platforms like TryHackMe and IBM SkillsBuild.

SIEM & Log Analysis

Proficient in using major platforms like Splunk, Microsoft Sentinel, and QRadar for correlating logs, identifying anomalies, and investigating incidents.

Generative AI in Security

Demonstrated an interest in emerging technology by completing a specialized IBM module on applying generative AI to solve cybersecurity challenges.



Media Appearances

Sandeep has no verified media appearances

Work History

- 1-2024
Cyber Security Analyst at UGYAN TECH SOLUTIONS
- 5-2023 - 2-2025
Associate Infrastructure Specialist at Kyndryl
- 12-2021 - 6-2023
Associate Technical Engineer at Kyndryl
- 12-2020 - 11-2021
Internship at Tecnosoft IT Training & Consulting

Education

- 1-2024 - 2-2025
Master of Science - MS from Dublin Business School
- 2017 - 2021
B.Tech from QIS College of Engineering & Technology

More Information

Social Presence :



Prographics :

Exp : **5** Location : **Dublin, County Dublin, Ireland** Job Level : **N/A**

Designation : **Cyber Security Analyst at UGYAN TECH SOLUTIONS**

Insights For Selling To Sandeep

👉 During A Call Or A Meeting

DO's

- If you have a lower priced product compared to the competition, call out the same
- Emphasise more on facts and measurable benefits
- Keep some extra margin in hand as they will likely negotiate the pricing

DONT's

- Avoid rushing them, be polite and patient
- Avoid phrases like 'do not worry about', 'no one compares to' etc.
- Don't overhype the product/pitch, keep it measured

👉 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 Sandeep, 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 Sandeep is

- *Ensuring that the product delivers ROI, cost-effective pricing and process compliance are very important for them.*

Will you ever get a clear answer from Sandeep

- *It doesn't come naturally to them but they can say no if they are not convinced.*

Insights For Deal Planning

How Fast (Or Slow) Will Sandeep Move?

- *If they have the information that they need, they can move fast at making their decisions.*

Can Sandeep Take Some Risk Or Not?

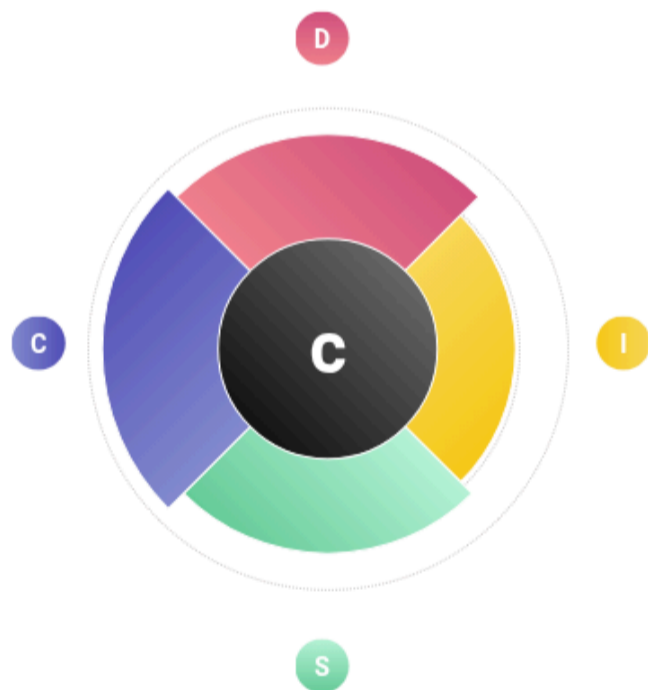
- *If they believe that they have analyzed the situation well, they can take a little risk.*

You And Sandeep

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Sandeep'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.