



SANJAY SHARMA

Critic

DISC Type : C

Vice President & Head - Finance at Rapipay Fintech Private Limited

Delhi, India

Overview

Sanjay has no verified overview

Personality Overview

Information Seeker

Negotiator

Critic

Unless the value is proven by data, they are unlikely to value fancy features. They prefer to analyze logically and value objective facts over emotions. It is very likely that they will negotiate pricing or other important terms.

Topics They Care About

Sanjay has no verified topics they care about

Media Appearances

Sanjay has no verified media appearances

Work History

- 5-2021
Vice President & Head - Finance at Rapipay Fintech Private Limited
- 7-2018 - 5-2021
Deputy Vice President-Finance at RattanIndia Finance Private Limited
- 4-2012 - 7-2018
Associate Vice President at Religare Finvest Ltd.
- 7-2009 - 3-2012
Senior Manager - Financial Planning & Control at Religare Finvest Ltd.
- 7-2006 - 11-2009
Manager - Financial Control at Indiabulls Consumer Finance Limited

Education

- 11-2018 - 10-2021
ACCA Skills from ACCA
- 2017 - 2018
Executive MBA from Indian Institute of Management Rohtak

More Information

Social Presence :



Prographics :

Exp : **25** Location : **Delhi, India** Job Level : **Senior**

Designation : **Vice President & Head - Finance at Rapipay Fintech Private Limited**

Insights For Selling To Sanjay

👉 During A Call Or A Meeting

DO's

- Be formal and objective, they will appreciate it more
- Be ready to answer many clarity-seeking questions and requests for information
- Keep some extra margin while sharing pricing, they are likely to negotiate later

DONT's

- Do not use very emotional or colorful language
- Don't give superficial answers, they are easily rattled by them
- Don't try too hard to build a relationship with them

👉 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 Sanjay, 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 Sanjay is

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

Will you ever get a clear answer from Sanjay

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

Insights For Deal Planning

How Fast (Or Slow) Will Sanjay Move?

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

Can Sanjay Take Some Risk Or Not?

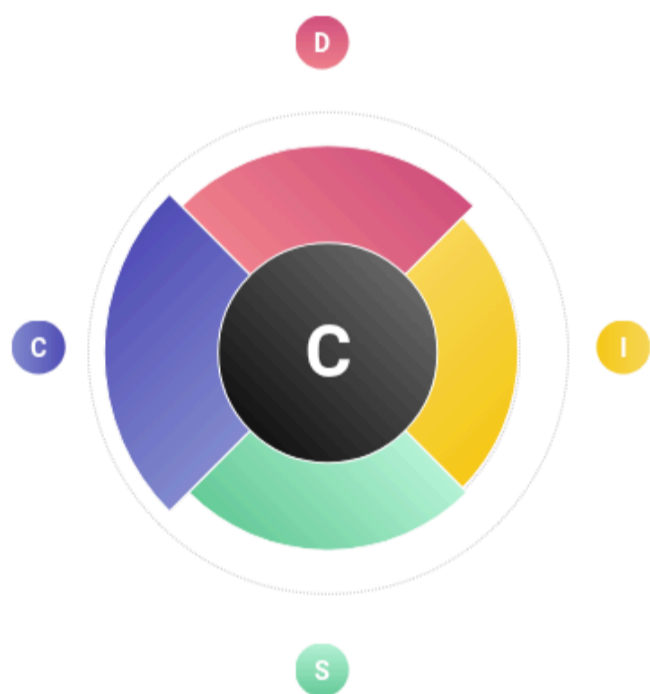
- *They can take risks if their analysis shows that it would be worth it.*

You And Sanjay

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Sanjay'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.