



SCOTT ALLEN

Go-getter
DISC Type : d

Vice President Finance at Plug Power
Pittsford, New York, United States

Overview

Scott has no verified overview

👤 Personality Overview

Challenger Fast-Paced Decisive

They can be nudged to make faster decisions by offering what they value. They don't always try to control the conversation but neither do they like yielding it fully. They focus on objectivity in a pitch and pay little attention to bells and whistles.

👤 Topics They Care About

Scott has no verified topics they care about

Media Appearances

Scott has no verified media appearances

Work History

- 4-2024
Vice President Finance at Plug Power
- 10-2023 - 4-2024
Senior Director of Finance - Operations at Plug Power
- 5-2021 - 10-2023
Director of Finance - Operations at Plug Power
- 10-2019 - 5-2021
Director of Finance at Tectran Manufacturing Inc
- 8-2015 - 10-2019
Finance Manager US Channels Unit at Xerox

Education

- 2000 - 2001
MBA from University of Rochester - Simon Business School
- 1989 - 1993
Bachelor's degree from Marquette University

More Information

Social Presence :



Prographics :

Exp : **31** Location : **Pittsford, New York, United States** Job Level : **Senior**

Designation : **Vice President Finance at Plug Power**

Insights For Selling To Scott

👉 During A Call Or A Meeting

DO's

- Make sure that you you respond to any queries from them quickly
- Refer to testimonials from others in similar positions
- Highlight the competitive differentiation of your product

DONT's

- Don't try too hard to get friendly, let it happen with time
- Don't expect them to change their mind quickly if they say no once
- Don't try to be an alpha salesperson, give them equal space

👉 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: Scott, 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

Example: Personalization', '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: 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: Skip 'Warm regards', 'Best wishes' etc., just write your name

Tone of Words: Confident, challenging

Overall Messaging: Focused on results

Length of Mail: Very Short

Example: Less than 75 words

👉 While Negotiating & Closing

The secret to closing fast with Scott is

- *Belief in the product plays an important role, followed by objective proof and testimonials.*

Will you ever get a clear answer from Scott

- *They may hesitate slightly, but if they are not convinced, they will say no.*

Insights For Deal Planning

How Fast (Or Slow) Will Scott Move?

- *Their decision making speed is somewhere in the middle.*

Can Scott Take Some Risk Or Not?

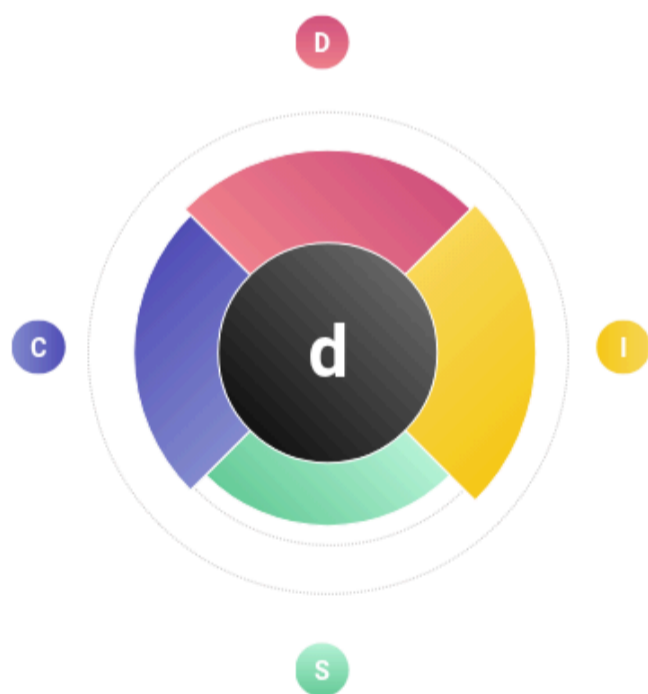
- *They can take risks only after they have analyzed the advantages and disadvantages.*

You And Scott

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Scott'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.