



SCOTT O'NEILL

Enigma
DISC Type : cdi

Co-Founder at Glacier LTD
United Kingdom

Overview

Scott has no verified overview

👉 Personality Overview

Hard To Convince **Friendly Yet Blunt** **Fast Follower**

They are likely to ask many questions and look heavily for supporting proof as well as information. They can sound friendly and charming but can quickly change gears to become inquisitive and probing. They are generally strong communicators and are not easy to convince.

👉 Topics They Care About

Scott has no verified topics they care about

Media Appearances

Scott has no verified media appearances

Work History

- 1-2025
Co-Founder at Glacier LTD
- 9-2024 - 2-2025
Technology Director at CloudKubed
- 7-2020 - 9-2024
Strategic Account Technology Strategist at Microsoft
- 7-2017 - 7-2020
Healthcare Industry Solution Architect at Microsoft
- 3-2014 - 6-2017
Lead Business Analyst at Kingston Hospital NHS Trust

Education

- 2014 - 2017
Masters from University of Birmingham
- 2007 - 2010
Bachelor of Laws (LLB) from University of Reading

More Information

Social Presence :



Prographics :

Exp : **15** Location : **United Kingdom** Job Level : **Leadership** Designation : **Co-Founder at Glacier LTD**

Insights For Selling To Scott

👉 During A Call Or A Meeting

DO's

- Help them realize that any personal risk in making this decision is far less compared to what the results could mean for them
- Build rapport slwly without rushing, it will come handy to handle hard questions later
- Leverage 'negging', or the art of asking negative questions like "you must not be convinced yet..."

DONT's

- Don't brush off any concerns, take all questions seriously. They are easily deterred
- Don't be too objective but make sure to pad your storytelling with data points
- Avoid long presentations and just 'high-level' value proposition, dive into the details

👉 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, measured

Example: Will this work?', '6.2% revenue impact' etc.

Salutation: No

Example: Skip 'Hi', 'Hey' etc., use only the first name

Greeting: No

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

Tone of Words: Confident, direct

Overall Messaging: Focused on measurable results

Length of Mail: Very Short

Example: Less than 100 words

👉 While Negotiating & Closing

The secret to closing fast with Scott is

- *Proven value, strong objective evidence are important for them, rapport can impact decisions a little.*

Will you ever get a clear answer from Scott

- *They are practical and friendly, but can give a clear response with a little prodding*

Insights For Deal Planning

How Fast (Or Slow) Will Scott Move?

- *They like to be detailed, so unless they develop strong conviction, they can take their time to arrive at decisions*

Can Scott Take Some Risk Or Not?

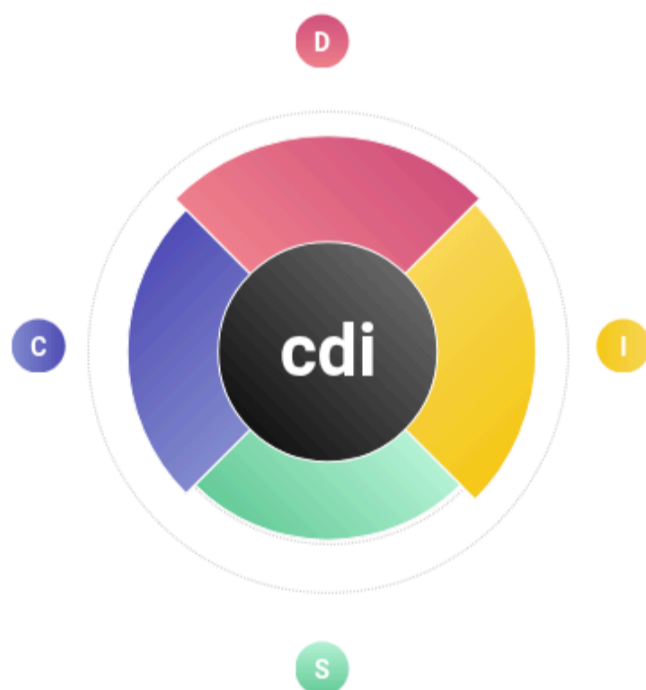
- *They evaluate their decisions systematically and do not take risks that often, unless you can get them to develop strong conviction*

You And Scott

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Scott'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.

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.

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.