



SEAN MOORE

Questioner
DISC Type : c

Division Department Manager at Schumacher Cargo Logistics
Warminster, Pennsylvania, United States

Overview

Sean Moore is a seasoned sales and marketing professional with over 30 years of experience in the relocation and moving industry. As a Partner at Full Service Relocations LLC and owner of myProMover.com, he specializes in growing business through strong relationship-building skills. Colleagues describe him as professional, knowledgeable, and a gifted sales consultant.

Originally from Ireland, where he attended Terenure College in Dublin, Sean is an avid follower of sports. His social media activity indicates a strong interest in soccer, as he actively supports the US Womens National Team (USWNT).

He has deep expertise in utilizing technology for professional video pre-move surveys.

Personality Overview

Cautious & Analytical

Value Seeker

Not Easily Convinced

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

Topics They Care About

Relocation Industry

With over three decades of experience in various sales and management roles, he has a deep-rooted expertise in the moving and storage business.

Virtual Surveys

His current businesses focus on providing professional video pre-move surveys, showing an interest in leveraging technology for accuracy and efficiency.

Business Development

His career demonstrates a consistent focus on growing new and existing business by managing sales pipelines, negotiating contracts, and closing deals.

Women's Soccer

He actively follows and supports the US Women's National Team (USWNT), posting about their games and congratulating them on their world championship.

Irish Heritage

[Predicted] Having attended both Terenure College and St Vincents cbs in Dublin, he likely maintains a strong connection to his Irish roots.



Media Appearances

Sean has no verified media appearances

Work History

- 12-2023 - 1-2025
Division Department Manager at Schumacher Cargo Logistics
- 7-2022 - 12-2024
Sale Executive Supervisor at Schumacher Cargo Logistics
- 1-2022 - 6-2022
Sales Executive International Relocations at Schumacher Cargo Logistics
- 3-2019
Partner at Full Service Relocations LLC
- 11-2012 - 9-2018
Vice President at Ace Philadelphia LP moving & storage, formerly Ace Worldwide moving & storage

Education

- 1972 - 1978
Education details unavailable from Terenure College Dublin Ireland
- 1978 - 1980
Education details unavailable from St Vincents cbs Glasnevin

More Information

Social Presence :



Prographics :

Exp : **13** Location : **Warminster, Pennsylvania, United States** Job Level : **N/A**

Designation : **Division Department Manager at Schumacher Cargo Logistics**

Insights For Selling To Sean

👉 During A Call Or A Meeting

DO's

- If you have a lower priced product compared to the competition, call out the same
- Back up any claims with data and numbers
- Keep some extra margin in hand as they will likely negotiate the pricing

DONT's

- Don't overhype the product/pitch, keep it measured
- Don't depend too much on anecdotal evidence, it reduces their confidence
- Avoid phrases like 'do not worry about', 'no one compares to' etc.

👉 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 Sean, this is [user_fname] at [user_companynamewithfirsttwowords].

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 Sean 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 Sean

- *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 Sean Move?

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

Can Sean Take Some Risk Or Not?

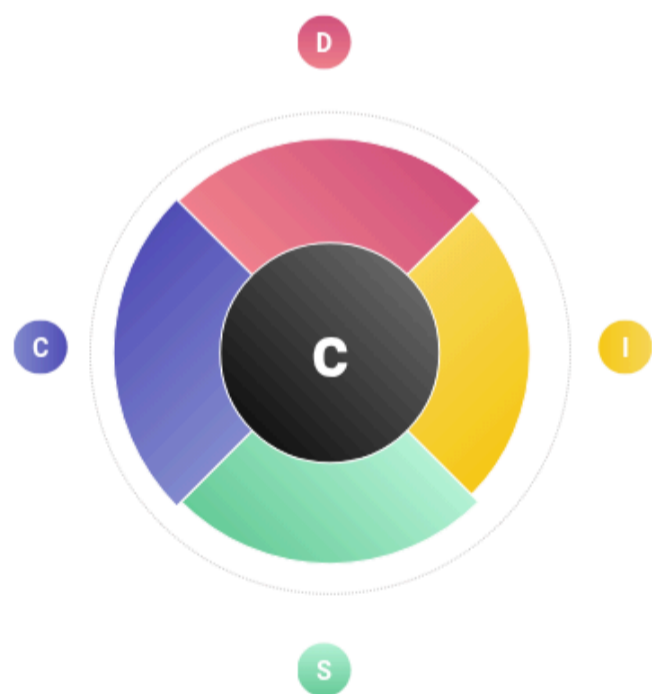
- *If they believe that they have analyzed the situation well, they can take a little risk.*

You And Sean

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Sean'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.